

## Historic, archived document

Do not assume content reflects current scientific knowledge, policies, or practices.



INFORMATION 4

Reserve  
A 280.29  
F.22I

U. S. DEPT. OF AGRICULTURE  
NATIONAL RESEARCH COUNCIL LIBRARY

JUL 27 1964

CURRENT SERIAL RECORDS



list of

# PUBLICATIONS



FARMER COOPERATIVE SERVICE  
U. S. DEPARTMENT OF AGRICULTURE



UNITED STATES DEPARTMENT OF AGRICULTURE  
FARMER COOPERATIVE SERVICE  
WASHINGTON, D. C. 20250

Joseph G. Knapp, Administrator

The Farmer Cooperative Service issues publications explaining the activities and aims of the farmer cooperatives of this country. These publications point out how farmers can make good use of marketing, farm supply, and farm business service cooperatives as well as report the results of research studies made by the Service. Unless otherwise noted, this circular lists the publications currently available from the -

Farmer Cooperative Service  
U. S. Department of Agriculture  
Washington, D. C. 20250



Compiled by Catherine E. L. Hardy |  
Division of Information

Information 4  
Revised July 1964

## CONTENTS

	Page
Numerical list of available publications by series-	2
Cooperation in general-----	17
Miscellaneous-----	17
Bargaining-----	25
Economic integration-----	26
Financing-----	29
History and statistics -----	32
Mergers-----	33
Organizing-----	34
Rural development-----	35
Taxation-----	37
News for Farmer Cooperatives-----	39
Management services-----	42
Management -----	42
Member and public relations-----	46
Communications-----	46
Meetings -----	49
Member participation-----	50
Public relations-----	52
Youth-----	55
Cooperatives in other countries -----	57
Transportation -----	61
Cooperative marketing-----	66
Cotton and cottonseed -----	67
Dairy products -----	71
Fruits and vegetables -----	76
Grain-----	84
Livestock and wool-----	88
Poultry and eggs-----	97
Special crops-----	99
Forest -----	99
Rice -----	100
Tobacco -----	100

	Page
Purchasing-----	101
Farm services-----	101
Credit unions-----	101
Insurance -----	104
Frozen food locker plants-----	104
Farm supplies -----	109
General-----	109
Credit and inventory-----	111
Feed-----	113
Fertilizer-----	116
Petroleum-----	118
Seed -----	119
Films on farmer cooperatives-----	120

This Information 4 lists publications by series numbers and by subject matter. For a description of each publication, its author, and year issued, see pages 17-119. Please use the numerical list on the following pages when ordering more than one publication.

## **NUMERICAL LIST OF AVAILABLE PUBLICATIONS BY SERIES**

If you order several publications, please mark this numerical list. Then tear out these perforated pages and send them in to have your order filled.

You may obtain from the Farmer Cooperative Service a limited number of copies of most of the publications listed. The Superintendent of Documents, United States Government Printing Office, Washington, D. C. 20402, sells Circulars, Bulletins, and Marketing Research Reports. If you want a larger number of these three types of publications, you may buy them from that office. Check the right hand columns on pages 1-16 for the price of each publication. The Government Printing Office allows a discount of 25 percent if you purchase in quantities of 100 or more. When buying publications from the Government Printing Office, please make your check payable to the Superintendent of Documents, and send the order directly to that office.

General Reports, Reprints from the News, the Information Series, and the Educational Aid Series are available without charge in limited quantities from Farmer Cooperative Service.

Publications Available from Farmer Cooperative Service  
(Those also for sale at Government Printing Office  
indicated by price in right hand column)

FCS Bulletins

G.P.O.  
PRICE

1. Farmer cooperatives in the United States (revised 1964) (Not available free to high school students)	
5. Developing butterfat sampling and testing programs	\$ .25
6. Pricing milk according to use	.25
7. Using gin machinery more effectively	.15
8. Livestock auctions in the northeastern States	.25
9. Meeting seasonal problem of dairy cooperatives through education	.20
10. Legal phases of farmer cooperatives (Not available free to high school students)	1.25
11. Distribution of fertilizer by cooperatives in the South	.40
12. Seasonal milk pricing plans	.25
13. Manufacture of fertilizer by cooperatives in the South	.30
14. Criteria for evaluating dairy cooperatives	

FCS Circulars

1. Cooperative business training for farm youth	.20
2. Feed bags -- kinds, costs, and problems	.15
3. Delivering feed in bulk	.15
4. Fall premium milk pricing plans	.15
5. Producing and merchandising sausage in small plants	.15
6. Changing grain storage costs, farm vs. elevator	.10

8. Progress in farm-to-plant bulk milk handling	.25
9. Feeder calf sales in the southeastern States	.20
10. New country elevators - influence of size and volume on operating costs	.15
11. Selecting a program for butterfat sampling	.15
12. Cooperative alfalfa dehydrators - costs and operations	.20
13. Glades Livestock Market Association -- a Florida operation	.25
14. Comparing bulk and can milk hauling costs	.10
15. How women help their farmer co-ops	.20
16. Ways to improve livestock auctions in the Northeast	.10
17. Frozen food lockers -- Highlights of a survey (No charge)	-
18. Organizing a farmer cooperative	.20
19. Marketing rice cooperatively	.15
20. Vending milk in small containers, by cooperatives and others	.15
21. Retirement plans of farmer cooperatives	.15
22. Making the most of your co-op annual meeting	.20
23. Cooperative marketing of turkeys	.25
24. Controlling open account credit in feed cooperatives	.35
25. Fruit and vegetable bargaining cooperatives	.25
26. How manufacturing co-ops market Grade A milk	.25
27. Sunkist Growers, Inc. - a California adventure in agricultural cooperation	.45
28. A look at agricultural cooperatives in India	.20
29. SWIG - Southwestern Irrigated Cotton Growers Association, El Paso, Texas	.30

30. Crushing cottonseed cooperatively	
31. Helping farmers build cooperatives - the evolution of Farmer Cooperative Service	
32. Equity Cooperative Livestock Sales Association	.35

### Educational Aids (No charge)

1. Farmer cooperation ... an American way

Section A ... 4-H dramatization  
Section B ... 4-H illustrated talks  
Section C ... 4-H demonstrations  
Section D ... YMW illustrated talk  
Section F ... Group demonstrations  
Section G ... The business rights to  
Main Street under  
private enterprise

2. 4-H clubs and cooperatives
3. Better living
4. Future farmers and co-ops
5. The American private enterprise system

### Educational Circulars

1. The story of farmers' cooperatives	.15
2. Using your wool co-op	.10
4. Using your livestock co-op	.10
5. Financing farmer cooperatives	.10
6. Using your farm supply co-op	.10
7. Using your fruit and vegetable co-op	.10
8. Using your co-op elevator	.05
9. Using your poultry and egg co-op	.10
10. Forming farmer cooperatives	.10
11. Sizing up your cooperative	.10
12. Farmer cooperatives in our community	.20

13. Three principles of agricultural cooperation	.10
15. Using your co-op cotton gin	.15
16. Using your rural credit union	.10
17. Managing farmer cooperatives	.15

General Reports (No charge)

1. Recent Federal income tax changes affecting farmer cooperatives
3. Estimating the "market value" of a milk distributing business
4. Agricultural cooperation in Western Europe - Section A. Benelux countries.
7. Cooperative fertilizer transportation in the North Central States
12. Employee incentive plans in industry
13. Business research of regional farm supply co-ops
14. Selecting and electing directors of farmer cooperatives
21. Processing and marketing cottonseed cooperatively
24. Bulk distribution of fertilizer and lime in the Northeast
27. Farmers' equities in their marketing and farm supply cooperatives - 1954
29. Farmer meat packing enterprises in the United States
30. How do members use a co-op paper?
32. Methods of financing farmer cooperatives
33. Coordinated marketing for processed fruits and vegetables
34. Manufacturers' and topmakers' views on some wool marketing problems
37. Inedible offal as a hog feed
39. Improving livestock marketing efficiency - a study of nine cooperative livestock markets in Ohio, Indiana, and Michigan

40. Research in agricultural cooperation - problem areas - preliminary
41. Revolving fund method of financing farmer cooperatives
42. A bibliography of dissertations and theses on cooperatives, 1913-1957
43. Credit control in selected retail farm supply cooperatives - Area III - Wisconsin, Minnesota, North Dakota, South Dakota and northern Iowa
44. Integrated and related operations Central Carolina Farmers Exchange
45. United Cooperative Farmers, Inc. - A study in economic integration
46. Pay plans for co-op tank truck salesmen
47. Rural credit unions in Indiana
49. Rural credit unions in the United States
50. Inventory management by selected retail farm supply co-ops - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and northern Iowa
52. How cooperatives use credit agencies to meet patrons' needs
54. Multi-quart containers--their significance in dairy cooperatives
55. Effect of grades and weights on cottonseed margins of cooperative gins
56. Grade A milk marketing by manufacturing co-ops
58. Integrated petroleum operations through farmer cooperatives, 1950 and 1957
59. Cost of marketing eggs and labor output of selected cooperatives - Part I - Northeast
61. Integrated operations ... Hamilton Farm Bureau Cooperative
62. Employee incentive plans in farmer cooperatives, 1957
63. Mobile feed milling by cooperatives in Michigan and Wisconsin
64. Cooperative country elevators in Montana
65. Management training among farmer cooperatives

66. Inventory management by selected retail farm supply co-ops - Area IV - Kansas, Nebraska, Missouri, Iowa, and Illinois
67. Pooling and other grower payment methods as used by local fruit, vegetable, and tree nut cooperatives
68. Frozen food locker plants in the United States, January 1959
69. Integrated dairy operations through farmer cooperatives
70. Inventory management by selected retail farm supply cooperatives - Area VI - New York, New Jersey, Virginia, North Carolina, and Georgia
71. Credit control in selected retail farm supply cooperatives - Area VI - New York, New Jersey, Virginia, West Virginia, North Carolina, and Georgia
72. Cost of marketing eggs and labor output of selected cooperatives - Part II - North Central
73. Number of full-time employees of farmer cooperatives
75. Cost of handling eggs and labor output of selected cooperatives - Part III - western States
77. Milk receiving costs during shift from can to bulk
78. Bylaw provisions for selecting directors of major regional farmer cooperatives
79. Pendleton Grain Growers ... an integrated cooperative
80. La Coopérative Féderée De Québec - integrated and multipurpose operations
81. Membership practices of local cooperatives
82. Liquid nitrogen distribution by local cooperatives in Nebraska and Kansas
83. Directors of regional farmer cooperatives - selection, duties, qualifications, performance
84. Fresh fruit and vegetable marketing organizations in northeastern and central States
85. Director committees of farmer cooperatives

86. Piggyback transportation for Pacific Northwest cooperatives
88. Cost of handling eggs and labor output of selected cooperatives - combined report of northeast, north central, and western areas
90. Multiquart containers - their effect on milk packaging and handling costs in selected cooperatives
91. What influences off-farm grain sales in Missouri
92. Farm supply operations of cooperative gins and elevators in Texas
94. Rural credit unions in nine midwestern and Great Plains States
95. Liquid fertilizer distribution by local cooperatives in the Pacific Northwest
96. A livestock market is born
97. Exploring communication processes in a farmer cooperative - a case study
98. Livestock marketing cooperatives in California - their progress, policies, and operating methods
99. Mobile feed milling by cooperatives in the Northeast
100. Integrated feed operations through farmer cooperatives, 1959
101. Transportation and handling of seed by regional cooperatives in the Southeast
102. Frozen food locker and freezer provisioning plants in the United States, January 1961
104. Employee incentive plans of farmer cooperatives - case studies
105. How the Revenue Act of 1962 affects farmer cooperatives
106. Handbook on major regional cooperatives handling farm production supplies, 1960 and 1961
107. Lawn and garden services in eastern farmer co-ops
108. Oklahoma cotton cooperatives
109. Motortruck operations of farmer cooperatives

110. Trends in growth of farmer cooperatives, 1950-60
111. How the adjustable revolving fund capital plan works
112. Statistics of farmer cooperatives, 1960-61
113. The wool department of the Indiana Farm Bureau Cooperative Association, Inc.
114. Impact of dairy cooperatives on Federal order milk markets
115. Regional cooperatives handling under \$10 million of supplies, 1960-61
116. Rural credit unions in southern Indiana
117. An appraisal of frozen food locker cooperatives
118. Broiler and turkey feed financing by cooperatives
119. Statistics of Farmer Cooperatives, 1961-62
120. Improving management of farmer cooperatives
121. Motortruck operating costs of farmer cooperatives
122. Cooperative bulk fertilizer blending in the Midwest
123. Cooperative bargaining by farmers -- a selected bibliography

#### Information Series (No charge)

1. Getting your feed in bulk
4. List of FCS publications - revised 1964
5. Purchasing cooperatives - an essential tool for the modern farmer
6. "Mr. Chairman --"
7. Popular publications on farmer cooperatives
8. Farmer cooperatives and the community
9. Farmer co-op publications - list of magazines, newspapers, and newsletters
10. Planned public relations--in modern cooperative business
11. Some facts about fruit and vegetable bargaining co-ops

12. Suggested steps for improved member relations
13. Making your membership publication do the job
14. Motortruck leasing by farmer cooperatives
15. How much did your wool bring?
16. What kind of wool do you market?
17. School-related activities of farmer cooperatives
18. Recent developments in farmer cooperative meat packing and processing
19. Keys to effective rural credit unions
20. The rural credit union - a place to save and borrow
21. Providing equitable treatment for large and small members
22. State statutes authorizing assistance to farmer cooperatives
23. Co-ops have a place in rural community progress
24. Cooperatives in the American private enterprise system
25. How the work of F.C.S. with farmer cooperatives contributes to the national interest
26. How Farmer Cooperative Service works
27. Credit -- an aid to freezer provisioners
28. Safety-checking livestock handling facilities
29. Stepping stones to good member relations
30. Cooperative destiny -- it's up to you
31. How can farmer cooperatives contribute to rural development?
32. Making member relations succeed
33. Safety-checking livestock trucking to reduce loss and damage
34. What are patronage refunds?
35. 20 years' progress of Au Sable Forest Products Association
36. The way Farmer Cooperative Service works
37. How farmer cooperatives contribute to agricultural well-being
38. What co-ops need to know about RAD
39. Handling net margins under the new tax law

40. What can cooperatives offer farmers for the future?
41. Improving farmers' income through cooperative bargaining
42. The Romney Federal Credit Union and its contributions to the community
43. Increasing the marketing strength of farmers
44. Extent of traffic management in farmer cooperatives
45. Safety-checking handling practices to reduce livestock losses

G.P.O.  
PRICE

### Marketing Research Reports

140. Transportation of rice in the South -- An economic survey	.35
184. Costs of canning sweet corn in selected plants	-
247. Losses of livestock in transit in mid- western and western States	-
258. Business management of frozen food locker and related plants	.65
261. Causes of losses in trucking livestock	.20
313. Merchandising frozen food by locker and freezer provisioning plants	.30
316. Interstate trucking of frozen fruits and vegetables under agricultural exemption	-
328. Marketing adjustments made by the Texas citrus industry to freezes of 1949 and 1951	.25
345. Analysis of returns and practices of Florida fresh citrus sales organiza- tions	.45
346. Handling conditions and practices causing bruises in cattle	.35
386. Baling cotton at gins - practices and costs, flat - standard - high density bales	.35
437. Controlling protein level of meal production at cottonseed oil mills	-

447. Loss and damage in handling and  
transporting hogs -

449. Economics of grain drying at Kansas  
local elevators -

453. Merchandising practices for freezer  
provisioners . 20

470. Effects of electric rates on power  
expenses of cotton gins (Arkansas,  
Oklahoma, and Texas)

484. Highlights and trends of the frozen  
food locker and freezer provisioning  
industry, 1960 -

487. Economic considerations in marketing  
sweetpotatoes from the eastern shore  
of Virginia -

492. Coordinated marketing for Florida  
fresh citrus shippers: Views on its  
need and feasibilities -

510. Livestock pooling - improved marketing  
through grading and commingling -

520. Power expenses of cotton gins -- by  
types of power -- Arkansas, Oklahoma,  
Texas -

544. Losses from handling sheep and lambs -

545. Frozen food locker and freezer pro-  
visioning industry, 1960 -

552. Why egg handling costs vary -

555. Buying farmers' stock peanuts in the  
Virginia-North Carolina area -

565. Feeder cattle pooling

566. Feeder pig pooling

595. Marketing farmers' stock peanuts in the  
Virginia-North Carolina area

614. Economic aspects in marketing Florida  
avocados

615. Veal calf pooling -- improved marketing  
through grading and commingling -

640. Costs of ginning cotton by cooperatives  
at single-gin and two-gin plants,  
California and Texas, 1962 -

Other

Agricultural Handbook 220, Management accounting for frozen food locker and related plants	.65
Agriculture Handbook 163, Guide to uniform accounting for locker and freezer provisioners	-
Agricultural Information Bulletin 275, Farmer Cooperatives . . . Farm Business Tools	.25
Bibliography on cooperation in agriculture, Supplement 1, U.S.D.A. Library List 41	-
News for Farmer Cooperatives - (Subscription at Government Printing Office - \$2.00 a year, \$2.75 a year foreign - 20 cents for single copy)	
Indexes to News for Farmer Cooperatives	.15

Special Issues

Efficiency key to cooperative achievement -- annual review issue - January 1964
Partnership in action - A.I.C. issue - November 1963
Cooperatives -- a force for rural progress - annual review issue - January 1963
A.I.C. again a co-op sounding board - A.I.C. issue - November 1962
Special communications issue - August 1962
A chain of cooperative progress - USDA centennial issue - June 1962
Cooperatives - a vital agricultural resource - January 1962
What about cooperative financing? - April 1959
Effective communications - core of co-op success - April 1958
Formulas for annual meetings - July 1953
25 years of keeping co-op guideposts up-to-date - January 1952

2. Directors drivewheel of cooperatives
5. Membership publications tell co-op story
9. Ideas for making annual meetings effective
11. Public relations inevitable
23. Co-ops in other lands
52. Good management - key to co-op success
57. New ideas on public relations
94. Co-ops have Federal income tax responsibilities
100. The work of Farmer Cooperative Service
103. Membership participation - what, how and why?
114. Following cooperative principles and law
115. Co-ops now rest on solid legal ground
123. Women and co-ops
128. Cooperative yardsticks
149. Some reasons why farmer co-ops fail
150. Cooperatives and agricultural integration
152. Changing problems and techniques
154. Freezer provisioning
159. Rural credit unions
172. "It's our co-op" calling
178. Timely tips for country elevator planners
179. Annual reports - perennial problems
194. Canadian cooperative pioneers integrated services to farmers
199. A world look at co-ops
200. When members talk...
202. Programming...the "plus" in public relations
208. Mergers for stronger cooperatives
209. Costs of lease financing versus direct debt financing
210. Progress--problems--potentials of Latin American co-ops
211. Local processing co-op improves rural living
216. Frozen food co-op supports community development
220. Credit unions in Fiji
221. Co-ops can join in renewed push on RAD
224. Financing farmer cooperatives in the sixties
228. IFCAI and the fishermen of Molfetta

- 230. Let's look at the Councils' record
- 231. 250 leaders map plans for co-op action at first inter-American cooperative congress
- 232. Blue Anchor moves with marketing currents
- 234. Co-ops and new AID policy
- 235. Cooperatives integrate their feed operations
- 236. How cooperatives came to Puno and Pontianak
- 240. The right to know
- 243. Forest products co-op shows sturdy growth
- 247. Cooperatives are essential to the family farm
- 248. Cooperatives -- a force for stronger rural communities
- 254. Director and management teamwork means cooperative progress
- 255. Farmer cooperatives -- what they are and what they are not
- 257. Grain transportation losses challenge grower returns
- 259. Co-ops helping Latin America change
- 260. The human problem -- why some mergers fail
- 261. FGDA -- And youth have say
- 262. 50 years of cooperative progress linked with USDA research
- 263. Call for vigorous action came at national conference
- 264. What State co-op councils can offer member co-ops
- 265. RAD and co-ops work together
- 267. Comfort me with apples...
- 268. Co-op editors antennas fixed on why and how
- 270. USDA policy statement on cooperatives
- 271. Co-op business volume continues to climb
- 274. Ways for cooperatives to work together
- 276. Given half a chance...
- 277. A.I.D.'s three little pigs...
- 278. Size of cooperative business continues to increase
- 279. Michigan cooperative helps restore celery leadership

Bulletins

G.P.O.  
PRICE

39. Cooperative creamery accounting	.35
56. Operating costs of selected cooperative feed mills and distributors	.25
58. Where and how much cash grain storage for Oklahoma farmers	.20
61. Where and how much cash grain storage for North Dakota farmers	.20
62. Cooperative marketing of potatoes in the United States	.25
65. Decentralized marketing by Producers Livestock Cooperative Association	
66. Factors affecting margins and costs in marketing Kansas grain, 1945-46 to 1948 - 49	.20
67. Costs and margins of cooperative cotton gins, 1947-48 and 1948-49	.25
68. Where and how much cash grain storage for Indiana farmers	.20
69. Farm-to-plant milk hauling practices of dairy cooperatives	.20
71. Operating costs of selected frozen food locker cooperatives	.20

Circulars "C"

C-136. Butter pricing by Iowa creameries	.15
C-138. Citrus packing house costs in California	.10
C-140. Patrons appraise cooperative relations	.20
C-142. Food brokers appraise cooperative marketing practices	.10
C-144. Grower attitudes toward marketing tobacco cooperatively	.15
C-148. Operations of major regional purchasing cooperatives, 1941-1951	.15
C-149. Standards for tank truck servicemen in west central States	.15
C-152. Measuring the marketability of meat- type hogs	.15

## COOPERATION IN GENERAL

### MISCELLANEOUS

#### Bulletins

Farmer Cooperatives in the United States  
FCS Bulletin 1, 1964.<sup>1</sup>

Gives the current status of all types of agricultural cooperatives in the United States and also some historical background. Of particular interest to those wanting a general picture of farmer cooperation. (Not available free to high school students.)

Legal Phases of Farmer Cooperatives

By L. S. Hulbert - Revised by R. J. Mischler, 1957.  
Bulletin 10, 1957. 376 pp. (Not available free to high school students.)

Carries complete information on legal statutes and bibliography and other legal aspects of farmer cooperatives.

---

<sup>1</sup>This revision of Bulletin 1 was at the printer when this List of Publications was prepared. It should be ready for distribution early in 1965. We will also make separate reprints of some of the sections of the Bulletin later as we did with the previous edition -- for example, one on the farm supply section. The sales price at Government Printing Office will also be available later.

## Circulars

Helping Farmers Build Cooperatives - The Evolution of Farmer Cooperative Service

By Martin A. Abrahamsen and Andrew W. McKay  
Circular 31, 1962. 82 pp.

Highlights the history of the work of the U. S. Department of Agriculture with and for farmer cooperatives.

## Educational Circulars

Three Principles of Agricultural Cooperation

By W. W. Fetrow  
Educational Circular 13, revised 1958. 10 pp.

A discussion of certain underlying principles of the business setup and operating methods of farmer cooperatives.

Sizing Up Your Cooperative

Educational Circular 11, 1956. 13 pp.

Outlines the principal factors which serve as co-op yardsticks.

The Story of Farmers' Cooperatives

Educational Circular 1, 1956. 30 pp.

A popular history of farmer cooperatives in this country.

## General Reports

A Bibliography of Dissertations and Theses  
on Cooperatives, 1913-1957

By Wendell M. McMillan

General Report 42, 1958. 50 pp.

Lists unprinted doctoral dissertations and masters' theses on cooperatives on file in United States colleges and universities and contains an index.

Research in Agricultural Cooperation -  
Problem Areas - Preliminary

General Report 40, 1958. 53 pp.

Represents a broad consensus of needed research in agricultural cooperation. Its primary objective is to point out specific problems to research workers.

## Information

What Can Cooperatives Offer Farmers for the Future?

By W. D. Milsop

Information 40, 1963. 20 pp.

Explains how cooperatives use the building blocks of stability, unity, comprehension, creativeness, energy, search, and stature (put together the first letters of each word spell success) to improve individual farm operations.

How Farmer Cooperative Contribute  
To Agricultural Well-Being

By Joseph G. Knapp

Information 37, 1963. 17 pp.

Details benefits of cooperatives and explains how they serve members, communities, and the Nation.

The Way Farmer Cooperative Service Works

By Beryl Stanton

Information 36, 1963. 17 pp.

Describes main areas of Farmer Cooperative Service work and its impact on cooperatives and members, the community, and the Nation. Discusses laws and USDA policy authorizing FCS to conduct its work.

What Are Patronage Refunds?

By Kelsey B. Gardner

Information 34, 1963. 15 pp.

Discusses patronage refunds and their relationship to the cooperative concept and points out the need for more research on various aspects of cooperatives and their operations.

Cooperative Destiny -- It's Up to You

By Joseph G. Knapp

Information 30, 1962. 12 pp.

Tells what individuals -- members, directors, and managers -- can do to help erect strong effective cooperative organizations with a built-in capacity for survival and growth.

How Farmer Cooperative Service Works

Information 26, 1962. 7 pp.

Explains briefly by text and illustrations how Farmer Cooperative Service does its research, advisory service, and educational work.

How the Work of F.C.S. With Farmer Cooperatives Contributes to the National Interest

Information 25, 1962. 9 pp.

Presents prize-winning essays prepared by three employees of the Farmer Cooperative Service on its contribution to the Nation.

Cooperatives in the American  
Private Enterprise System  
Information 24, 1961. 8 pp.

Pictures the four types of businesses -- individually owned, partnership, corporation, and cooperative -- and tells what each contributes to the community.

Co-ops Have a Place in Rural Community Progress  
Information 23, 1961. 4-fold.

Describes the contributions farmer cooperatives can make to a rural community and lists additional information available on organizing and improving cooperatives.

State Statutes Authorizing Assistance  
to Farmer Cooperatives

By Raymond J. Mischler and John F. Donoghue  
Information 22, 1961. 22 pp.

Cites and summarizes by States their statutes authorizing or requiring that various agencies provide aid and assistance to farmer cooperatives. Information restricted to citations of statutes clearly pertaining to farmer cooperatives.

Farmer Co-op Publications - List of magazines,  
Newspapers and Newsletters

Information 9, 1958. 98 pp.

Presents a list of membership and other publications issued by farmer cooperatives. Lists these by type of cooperative. Gives other information such as frequency of issue and circulation when available.

Popular Publications on Farmer Cooperatives  
Information 7, revised 1964. 24 pp.

Lists the more general FCS publications on farmer cooperatives. Includes three general types of publications -- those for teachers and cooperatives to use in educational work, those giving general information on farmer cooperatives, and those relating particularly to member and public relations work of these associations.

List of FCS Publications

Information 4, revised 1964. 122 pp.

Carries available publications by subject and by number and series.

Other

Farmer Cooperatives... Farm Business Tools

By Beryle Stanton  
A. I. Bulletin 275, 1963. 52 pp.

Explains, with examples, how farmers use cooperatives, how they have developed, and how they contribute to the general welfare.

50 Years of Cooperative Progress Linked  
With USDA Research

By J. K. Samuels  
Reprint 262, 1963. 4 pp.

Interweaves beginning and development of the Apple Growers Association, Hood River, Oreg., and the Farmer Cooperative Service, USDA. Describes co-op legislation occurring during the period and the accomplishments of both organizations. (Reprinted from July 1963 News for Farmer Cooperatives.)

**A Chain of Cooperative Progress - USDA Centennial Issue  
News for Farmer Cooperatives, June 1962. 28 pp.**

Reviews the landmarks of the work by the U. S. Department of Agriculture with and for farmer cooperatives. Discusses this work under the major heads of marketing, purchasing, and management services. Includes a list of books on co-op progress.

**USDA Policy Statement on Cooperatives**

By Orville L. Freeman  
Reprint 270, 1963. 1 p.

Quotes from Secretary's memorandum No. 1540 of July 9, 1963. (Reprinted from September 1963 News for Farmer Cooperatives.)

**Call For Vigorous Action Came At National Conference**

By Beryle Stanton  
Reprint 263, 1963. 4 pp.

Gives a resume of the activities and talks at the national conference on Cooperatives and the Future in Washington, D. C., April 1963. (Reprinted from July 1963 News for Farmer Cooperatives.)

**Farmer Cooperatives -- What They Are  
and What They Are Not**

By Marvin A. Schaars  
Reprint 255, 1963. 8 pp.

First presents Mr. Schaars' views on what a cooperative is and then what it is not to give a clearer picture of these farmer businesses. (Reprinted from March 1963 News for Farmer Cooperatives.)

## Cooperatives Are Essential to the Family Farm

By Joseph G. Knapp

Reprint 247, 1962. 2 pp.

Points out that cooperatives are designed to serve the family-size farm and explains how they serve and the benefits they provide. (Reprinted from December 1962 News for Farmer Cooperatives.)

## Some Reasons Why Farmer Co-ops Fail

Reprint 149, 1958. 12 pp.

Contains several articles from the News for Farmer Cooperatives on reasons for cooperative failures and ways to avoid such failures.

## Cooperative Yardsticks

By Helim H. Hulbert

Reprint 128, 1956. 8 pp.

Contains several articles from the News for Farmer Cooperatives that discuss farmer cooperative measuring standards, business principles, personnel, and financing.

## The Work of Farmer Cooperative Service

By Joseph G. Knapp

Reprint 100, 1955. 12 pp.

Explains what the Farmer Cooperative Service is, what it is expected to do, and how it carries out its job.

## Bibliography on Cooperation in Agriculture

Supplement 1, U.S.D.A. Library List 41, 1954. 21 pp.

This list covers the references on agricultural cooperatives from 1946 through 1953 as a supplement to U. S. Department of Agriculture Library List 41 which is out of print.

## BARGAINING

### Circular

#### Fruit and Vegetable Bargaining Cooperatives

By Wendell M. McMillan

Circular 25, 1958. 72 pp.

First comprehensive report of fruit and vegetable cooperatives that bargain for members' products with processors. Describes the organization and operation of these associations.

### General Report

#### Cooperative Bargaining by Farmers --

#### A Selected Bibliography

By Wendell M. McMillan

General Report 123, 1964. 16 pp.

Lists 208 reference items on the general topic of cooperative bargaining by farmers, and the more specific topic of cooperatives formed to negotiate price and other contract terms with processors.

### Information

#### Improving Farmers' Income Through Cooperative Bargaining

By Wendell M. McMillan

Information 41, 1963. 20 pp.

Defines cooperative bargaining and then discusses methods of bargaining power and growth of bargaining cooperatives generally. Covers fruit and vegetable bargaining cooperatives and the effect of bargaining cooperatives on farmers' income.

Some Facts About Fruit and Vegetable Bargaining Co-ops  
By Wendell M. McMillan  
Information 11, 1959. 14 pp.

Outlines the objectives, development, and procedures of fruit and vegetable cooperatives that bargain for contract prices and terms involved in the sale of members' crops to processors. Lists factors related to success.

Other

Michigan Cooperative Helps Restore Celery Leadership  
By Frank Lessiter  
Reprint 279, 1964. 2 pp.

Explains how the Michigan Celery Promotion Cooperative, Inc., Zeeland, became the voice of the celery industry in the State. (Reprinted from April 1964 News for Farmer Cooperatives.)

## ECONOMIC INTEGRATION

General Reports

Integrated Feed Operations Through  
Farmer Cooperatives, 1959  
By Anne L. Gessner  
General Report 100, 1962. 56 pp.

Determines the type and extent of integrated feed services provided farmers by their cooperatives in 1959 and measures progress of such services through discussion of facilities owned or operated by cooperatives, quantities of products they manufactured and distributed, and services they performed at the primary levels of operation.

Fresh Fruit and Vegetable Marketing Organizations in Northeastern and Central States

By Martin A. Blum

General Report 84, 1960. 63 pp.

Shows how 31 selected grower owned and controlled marketing organizations near large urban areas solved marketing problems of producers.

La Coopérative Fédérée De Québec - Integrated and Multipurpose Operations

By L. B. Mann

General Report 80, 1960. 24 pp.

Case study shows how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices, marketing methods, and contractual arrangements.

Pendleton Grain Growers...An Integrated Cooperative

By Beryle Stanton

General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Integrated Dairy Operations  
Through Farmer Cooperatives

By Anne L. Gessner

General Report 69, 1959. 39 pp.

Describes the types and extent of integrated dairy operations provided for farmers by their cooperatives.

Integrated Operations . . . Hamilton  
Farm Bureau Cooperative  
By Martin A. Abrahamsen  
General Report 61, 1959. 22 pp.

Case study on the integration process as it has been developed by a local association. Discusses the impacts of integration on production practices and marketing methods.

Integrated Petroleum Operations Through  
Farmer Cooperatives, 1950 and 1957

By Anne L. Gessner and J. Warren Mather  
General Report 58, 1959. 18 pp.

Discusses the principal integrated functions in terms of retail and wholesale distribution, refining and manufacturing, crude oil production and purchasing, and transportation. Also summarizes data on cooperative petroleum operations and the extent of integration of such operations.

United Cooperative Farmers, Inc. -  
A Study in Economic Integration

By John M. Bailey and Russell C. Engberg  
General Report 45, 1958. 13 pp.

Shows the success of United Cooperative Farmers in integrating its operations.

Integrated and Related Operations  
Central Carolina Farmers Exchange

By Martin A. Abrahamsen and Russell C. Engberg  
General Report 44, 1958. 31 pp.

Includes a brief description of kinds of integration and covers the agricultural environment and highlights in operations of CCFE.

## Other

Cooperatives and Agricultural Integration -  
Sections A, B, and C.

By staff of FCS and others in the cooperative field.  
Reprint 150, 1958 to 1959. 12 pages each.

Series of articles appearing in the News for Farmer Cooperatives on the impact of agricultural integration on farmers and their cooperatives. It also includes articles on how some co-ops have integrated operations.

Cooperatives Integrate Their Feed Operations

By Anne L. Gessner and J. Warren Mather

Reprint 235, 1962. 4 pp.

Tells how far cooperatives had progressed in their feed operations by 1959. Gives highlights of each major type of integrated function: Manufacturing, wholesaling, retailing and custom operations, warehousing, and delivery, and feed financing. (Reprinted from April 1962 News for Farmer Cooperatives.)

## **FINANCING**

### Educational Circular

Financing Farmer Cooperatives

Educational Circular 5, revised 1957. 14 pp.

Highlights ways farmer cooperatives obtain their capital and makes suggestions for sound operations. Covers six phases of financing: Estimating capital requirements, sources of capital, revolving capital plan, need of reserves, budgeting expenditures, and use of audits and financial statements.

## General Reports

Broiler and Turkey Feed Financing by Cooperatives  
By George C. Allen and Charlie B. Robbins  
General Report 118, 1963. 39 pp.

A study of broiler and turkey feed financing programs of nine regional farm supply cooperatives for business years 1956-62. Describes programs used and includes suggestions for improving existing programs or introducing such feed financing plans.

How the Adjustable Revolving Fund Capital Plan Works  
By Nelda Griffin  
General Report 111, 1963. 8 pp.

Tells how the Internal Revenue Act of 1962 affects the operation of the adjustable revolving fund capital plan used by many farmer cooperatives.

Revolving Fund Method of Financing Farmer Cooperatives  
By Helim H. Hulbert, Nelda Griffin, and Kelsey B. Gardner  
General Report 41, 1958. 60 pp.

Explains the revolving fund method of financing and the use farmer cooperatives are making of it, based on a study of 1,157 marketing and farm supply cooperatives.

Methods of Financing Farmer Cooperatives  
By Helim H. Hulbert, Nelda Griffin, and Kelsey B. Gardner  
General Report 32, 1958. 56 pp.

Presents results of a survey of nearly 1,200 farmer cooperatives on how they finance their operations. Also gives some national estimates projected from this survey.

## Farmers' Equities in Their Marketing and Farm Supply Cooperatives, 1954

By Nelda Griffin, Helim H. Hulbert, and Kelsey B. Gardner

General Report 27, 1956. 6 pp.

Shows farmers had over \$1.8 billion invested in their marketing and farm supply co-ops in 1954, compared to \$1.3 billion in 1950. Also discusses the changes in equity capital by the type of association.

### Other

#### What About Cooperative Financing?

News for Farmer Cooperatives, April 1959. 20 pp.

This special issue of the magazine highlights challenges confronting farmers in financing cooperatives - covers broad problems and general practices and then gives some specific examples of new methods.

#### Financing Farmer Cooperatives in the Sixties

By Joseph G. Knapp

Reprint 224, 1961. 3 pp.

Discusses the financing needs of farmer cooperatives and the sources available to them for obtaining funds. (Reprinted from October 1961 News for Farmer Cooperatives.)

#### Costs of Lease Financing Versus Direct Debt Financing

By David Volkin

Reprint 209, 1960. 4 pp.

Points out lease financing can prove costly over a long period and gives illustrations of both lease and direct debt financing. (Reprinted from April 1960 News for Farmer Cooperatives.)

## HISTORY AND STATISTICS

### General Reports

#### Statistics of Farmer Cooperatives 1961-1962

By Anne L. Gessner

General Report 119, 1964. 26 pp.

Contains a condensed version of the annual statistics on farmer cooperatives presented by the Farmer Cooperative Service. Limits tabulations to those essential for providing continuity of data. Gives information on business volume and number of cooperatives and their memberships by major commodity groups, States, and geographic areas.

#### Statistics of Farmer Cooperatives, 1960-61

By Anne L. Gessner

General Report 112, 1963. 84 pp.

Contains information on number of cooperatives and memberships and gross and net dollar volumes by geographic areas, States, and commodity and functional types.

#### Trends in Growth of Farmer Cooperatives, 1950-60

By Anne L. Gessner and Kelsey B. Gardner

General Report 110, 1963. 24 pp.

Describes how values of cooperative marketings have increased faster since 1954 than agricultural marketings of all farmers -- and how farmers' purchases of supplies and equipment through cooperatives increased faster since 1952 than such expenditures for all farmers.

## Other

### Size of Cooperative Business Continues To Increase

By Anne L. Gessner

Reprint 278, 1964. 3 pp.

Shows that in a 6-year period, 1955-56 through 1961-62, cooperatives became bigger, as did most other businesses in the economy. Includes tables showing the changes in business volume of marketing, farm supply, and related service cooperatives. (Reprinted from April 1964 News for Farmer Cooperatives.)

### Co-op Business Volume Continues To Climb

By Anne L. Gessner

Reprint 271, 1964. 4 pp.

Provides information on number, memberships, and dollar volume of business of marketing, farm supply, and related service cooperatives from July 1, 1961, through June 30, 1962. (Reprinted from February 1964 News for Farmer Cooperatives.)

## **MERGERS**

## Other

### Ways for Cooperatives To Work Together

By Dale E. Butz

Reprint 274, 1963 and 1964. 8 pp.

Covers such techniques as cooperation with and among cooperatives, working agreements, and mergers. (Reprinted from October 1963, December 1963, and February 1964 News for Farmer Cooperatives.)

The Human Problem -- Why Some Mergers Fail

By John P. Comstock

Reprint 260, 1963. 2 pp.

Goes into some of the problems arising through mergers such as community loyalties and rivalries, affinity for "what is ours," pressure groups, group identification, and time of merger attempt. (Reprinted from May 1963 News for Farmer Cooperatives.)

Mergers for Stronger Cooperatives

By staff of Farmer Cooperative Service and the Office of the General Counsel, U. S. Department of Agriculture

Reprint 208, 1961. 24 pp.

Contains a series of articles from the April and May 1961 News for Farmer Cooperatives on problems and possibilities of mergers.

## ORGANIZING

Circular

Organizing a Farmer Cooperative

Circular 18, revised 1956. 39 pp.

Discusses steps to be taken in organizing a farmer cooperative, including sample forms to be used at various stages.

Educational Circular

Forming Farmer Cooperatives

Educational Circular 10, revised 1956. 12 pp.

For interested producers, technical advisers, teachers, and students of agricultural cooperation.

## RURAL DEVELOPMENT

### Information

#### What Co-ops Need To Know About RAD

By Job K. Savage

Information 38, 1963. 15 pp.

Describes what RAD (Rural Areas Development) is and how it operates. Tells what financial and technical assistance is available by department and agency, type of loan, repayment period, and interest rate.

#### 20 Years' Progress of Au Sable Forest Products Association

By Eliot W. Zimmerman and Clyde B. Markeson  
Information 35, 1963. 29 pp.

Discusses history and organization features of the cooperative and appraises its accomplishments. Includes some fundamental principles needed to successfully operate timber marketing associations in general.

#### How Can Farmer Cooperatives Contribute to Rural Development?

Information 31, 1963. 9 pp.

Three prize winning essays by employees of Farmer Cooperative Service tell how they think farmer cooperatives can help rural areas progress.

## Other

### Cooperatives - Tools for Rural Areas Development

Contains in a kit a number of FCS publications, included in Information 4, and assembled for those interested in improving their communities through cooperatives and RAD.

### Cooperatives -- A Force for Rural Progress

News for Farmer Cooperatives, January 1963. 32 pp.

Shows the numerous ways cooperatives help promote rural progress. Under the major heads of marketing, and purchasing, separate articles give specific information on the work of various types of cooperatives such as dairy, farm supply, and frozen food locker. Another major head, management, covers progress from a broader viewpoint.

### Comfort Me With Apples . . .

By Beryle E. Stanton

Reprint 267, 1963. 8 pp.

Relates how a new cooperative used the RAD program of the Department of Agriculture and the Area Redevelopment Administration of the Department of Commerce to build new markets for apples. (Reprinted from September 1963 News for Cooperatives.)

### RAD and Co-ops Work Together

Reprint 265, 1963. 11 pp.

Shows how recreation associations can benefit rural areas, how RAD helped improve the economy of a Tennessee county, and how a group of farmers set up a grazing co-op with the help of a Farmers Home Administration loan. (Three articles reprinted from August 1963 News for Farmer Cooperatives.)

## Co-ops Can Join in Renewed Push on RAD

By Paul C. Wilkins

Reprint 221, 1961. 4 pp.

Gives a brief picture of the Rural Areas Development program, telling how it operates, and includes some examples of what cooperatives are doing in the program. (Reprinted from December 1961 News for Farmer Cooperatives.)

## Cooperatives -- A Force For Stronger Rural Communities

By John A. Baker

Reprint 248, 1963. 2 pp.

Explains what cooperative people can do to help restore and rejuvenate rural communities, especially by working with the Rural Areas Development program. Tells how cooperatives have proved a business asset to the community. (Reprinted from January 1963 News for Farmer Cooperatives.)

## TAXATION

### General Report

#### How the Adjustable Revolving Fund

Capital Plan Works

By Nelda Griffin

General Report 111, 1963. 8 pp.

Tells how the Internal Revenue Act of 1962 affects the operation of the adjustable revolving fund capital plan used by many farmer cooperatives. Evaluates the adjustments necessary to change to an adjustable revolving fund capital plan and the advantages and disadvantages of this plan.

## How the Revenue Act of 1962 Affects Farmer Cooperatives

By Raymond J. Mischler and David Volkin

General Report 105, 1962. 53 pp.

Discusses effects of Act on tax treatment of farmer cooperatives and patrons and tax reporting required. Presents section of law dealing with farmer cooperatives and Senate Report on this section.

## Recent Federal Income Tax Changes

Affecting Farmer Cooperatives

By George J. Waas

General Report 1, 1954. 18 pp.

Explains amendments of May 29, 1953, to Internal Revenue Service regulations and takes place of Supplement No. 2 to Miscellaneous Report 156.

## Information

### Handling Net Margins Under the New Tax Law

By Raymond J. Mischler

Information 39, 1963. 12 pp.

Describes alternative methods farmer cooperatives can use in conforming to requirements of Section 17, Internal Revenue Act of 1962. This section relates mainly to distribution of patronage refunds by farmer cooperatives.

## Other

### Reprints - News for Farmer Cooperatives

94 - Co-ops Have Federal Income Tax Responsibilities

114 - Following Cooperative Principles and Law

115 - Co-ops Now Rest on Solid Legal Ground

## NEWS FOR FARMER COOPERATIVES

### Efficiency - Key to Cooperative Achievement

News for Farmer Cooperatives, January 1964. 36 pp.

Takes a broad look at efficiency in farmer cooperatives. Then analyzes contributions cooperatives in their respective field have made in reducing costs and improving operations of these farmer businesses.

### Partnership in Action

News for Farmer Cooperatives, November 1963. 32 pp.

Summarizes talks and events at 35th summer session of American Institute of Cooperation that discussed major issues facing cooperative farm businesses.

### Cooperatives -- A Force for Rural Progress

News for Farmer Cooperatives, January 1963. 32 pp.

Shows the numerous ways cooperatives help promote rural progress. Under the major heads of marketing and purchasing, separate articles give specific information on the work of various types of cooperatives such as dairy, farm supply, and frozen food locker. Another major head, management, covers progress from a broader viewpoint.

### A.I.C. Again a Co-op Sounding Board

News for Farmer Cooperatives, November 1962. 32 pp.

Reports on the 34th summer session of the American Institute of Cooperation. Stresses the importance of men and women in cooperatives, practical ways to extend their knowledge and interest, and how to overcome tremendous challenges facing cooperative businesses.

Special Communications Issue

News for Farmer Cooperatives, August 1962. 20 pp.

Describes the great strides forward by cooperatives in recent years to provide members with the information they need and should have. Stresses member relations, editing, public relations, and advertising.

A Chain of Cooperative Progress --

USDA Centennial Issue

News for Farmer Cooperatives, June 1962. 28 pp.

Reviews the landmarks of the work by the U. S. Department of Agriculture with and for farmer cooperatives. Discusses this work under the major heads of marketing, purchasing, and management services. Includes a list of books on co-op progress.

Cooperatives -- A Vital Agricultural Resource

News for Farmer Cooperatives, January 1962. 36 pp.

Explains why cooperatives are vital agricultural resources and, through a number of examples, illustrates how farmers use cooperatives to manage their off-farm business.

What About Cooperative Financing?

News for Farmer Cooperatives, April 1959. 20 pp.

This special issue of the magazine highlights challenges confronting farmers in financing cooperatives -- covers broad problems and general practices and then gives some specific examples of new methods.

Effective Communications - Core of Co-op Success  
News for Farmer Cooperatives, April 1958. 28 pp.

Briefly covers 25-year history of publishing the News. Lays the framework for the communications theme of the 25th anniversary year of the News. Also contains some history on communications, and includes articles highlighting ways farmer cooperatives are handling the job of changing communications.

Formulas for Annual Meetings

News for Farmer Cooperatives, July 1953. 16 pp.

Several farmer cooperatives provided these articles for the News for Farmer Cooperatives on how to conduct effective meetings.

25 Years of Keeping Co-op Guideposts Up-To-Date

News for Farmer Cooperatives, January 1952. 16 pp.

Discusses the services and research of the Cooperative Research and Service Division, now the Farmer Cooperative Service.

Indexes - News for Farmer Cooperatives

Volumes 8-16. April 1941-March 1950. 34 pp.  
Volumes 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, and  
27-28.

Indexes of articles in News for Farmer Cooperatives. Of interest to persons having permanent files of this periodical.

# MANAGEMENT SERVICES

## MANAGEMENT

### Educational Circular

#### Managing Farmer Cooperatives

By Kelsey B. Gardner

Educational Circular 17, 1963. 20 pp.

Identifies the members of the management team -- members, directors, and the manager -- and tells what their duties and responsibilities are.

### General Reports

#### Improving Management of Farmer Cooperatives

By Milton L. Manuel

General Report 120, 1964. 47 pp.

Discusses management from viewpoints of functions of planning, organizing, directing, and controlling and of people involved. Intended primarily for directors, managers, and other key employees of local cooperatives.

#### Employee Incentive Plans of Farmer Cooperatives -- Case Studies

By Nelda Griffin

General Report 104, 1962. 151 pp.

Describes in detail the employee incentive programs of five farmer cooperatives. Includes actual plans in use, incentive payment plans, retirement plans, group insurance, and other fringe benefits.

Director Committees of Farmer Cooperatives

By Nelda Griffin, Helim H. Hulbert, and David Volkin  
General Report 85, 1960. 25 pp.

Describes standing and special board committees; duties, responsibilities, authority, and size of committees; and committee meetings. Also evaluates special board committees.

Directors of Regional Farmer Cooperatives--

Selection, Duties, Qualifications, Performance

By David Volkin, Nelda Griffin, and Helim H. Hulbert  
General Report 83, 1960. 40 pp.

Describes directors' duties and responsibilities; discusses their experience, training, and compensation; and compares managers' and directors' performance ratings of the boards. Based on questionnaire completed by managers and a sample of directors of 112 regional cooperatives.

Bylaw Provisions for Selecting Directors  
of Major Regional Farmer Cooperatives

By Helim H. Hulbert, David Volkin, and Nelda Griffin  
General Report 78, 1960. 40 pp.

Describes and also gives some examples of bylaw provisions used by 107 different cooperatives on the selection, qualification, and election of directors.

Number of Full-Time Employees  
of Farmer Cooperatives

By Nelda Griffin  
General Report 73, 1960. 21 pp.

Presents 1957 national estimates of full-time employees in 9,827 farmer marketing, farm supply, and related service cooperatives in the United States.

## Management Training Among Farmer Cooperatives

By David Volkin and Nelda Griffin

General Report 65, 1959. 92 pp.

An inventory and appraisal of training programs of marketing and farm supply cooperatives in the United States. Shows types of training, types of officials receiving training, agencies sponsoring training, areas of training received and needed, and sources of training material.

## Employee Incentive Plans in Farmer Cooperatives, 1957

By Nelda Griffin

General Report 62, 1959. 40 pp.

Provides information based on returns from 4,500 farmer cooperatives on types of employee incentive plans used, types and number of cooperatives using these plans, what employees are covered, and types of plans discontinued.

## Selecting and Electing Directors of Farmer Cooperatives

By Nelda Griffin, H. N. Weigandt, K. B. Gardner

General Report 14, 1955. 33 pp.

Gives results of a survey of farmer cooperatives on methods of selecting nominees for membership of boards of directors, election of directors, term of office, size of board, frequency of meetings, and compensation of directors.

## Employee Incentive Plans in Industry

By Nelda Griffin

General Report 12, 1955. 42 pp.

Summarizes information available on incentive payment plans in various kinds of businesses outside cooperative field.

## Information

### Extent of Traffic Management in Farmer Cooperatives

By Robert J. Byrne

Information 44, 1964. 8 pp.

Reports on the results of preliminary survey of traffic management among farmer cooperatives. Shows most small and many large cooperatives do not have traffic management.

### Cooperative Destiny -- It's Up to You

By Joseph G. Knapp

Information 30, 1962. 12 pp.

Tells what individuals -- members, directors, and managers -- can do to help erect strong effective cooperative organizations with a built-in capacity for survival and growth.

### Providing Equitable Treatment for Large and Small Members

By Irwin W. Rust

Information 21, 1961. 15 pp.

Reviews comments by cooperative leaders on the best way to provide equitable treatment to members and includes some recommendations for cooperative management.

## Other

### Director and Management Teamwork Means Cooperative Progress

By Melvin Sims

Reprint 254, 1963. 2 pp.

Examines the action and abilities necessary to build successful director-manager teamwork, make a strong organization, and insure cooperative progress. (Reprinted from March 1963 issue.)

Good Management -- Key to Co-op Success  
Reprint 52, 1953. 24 pp.

Includes several articles reprinted from the News for Farmer Cooperatives dealing with the importance of good management.

Directors Drivewheel of Cooperatives  
Reprint 2, Section A, 1951. 28 pp.

Brings together in one place a number of articles published in recent years in News for Farmer Cooperatives on jobs, duties, and problems of directors.

Reprint 2, Section B., 1957. 19 pp.

Carries some later articles appearing in the News for Farmer Cooperatives describing the jobs, duties, and problems of a director.

## MEMBER AND PUBLIC RELATIONS

### Communications

#### General Reports

Exploring Communication Processes in a Farmer Cooperative -- A Case Study

By James H. Copp and Irwin W. Rust  
General Report 97, 1961. 32 pp.

Discusses four elements of the communications network within the cooperative and makes specific recommendations for improvement.

How Do Members Use a Co-op Paper ?

By Job K. Savage

General Report 30, 1957. 48 pp.

Presents the results of a survey on effectiveness of a cooperative membership publication as determined by readership and its impact on patrons.

Information

Making Your Membership Publication Do the Job

Information 13, 1960. 8 pp.

Contains suggestions designed to help smaller cooperatives prepare inexpensive membership publications or newsletters.

Other

Special Communications Issue

News for Farmer Cooperatives, August 1962. 20 pp.

Describes strides by cooperatives in recent years to provide members with the information they need and should have. Stresses member relations, editing, public relations, and advertising.

Effective Communications - Core of Co-op Success

News for Farmer Cooperatives, April 1958. 28 pp.

Briefly covers 25-year history of publishing the NEWS, lays the framework of the communications theme of the 25th anniversary year of the NEWS. Also contains some history on communications, and includes articles highlighting ways farmer cooperatives are handling the job of changing communications.

Co-op Editors Antennas Fixed on the Why and the How  
By Beryle E. Stanton  
Reprint 268, 1963. 7 pp.

Reports on conference held by the Cooperative Editorial Association in cooperation with the University of Wisconsin. Also contains some of winners in CEA photography contest. (Reprinted from October 1963 News for Farmer Cooperatives.)

### The Right To Know

By Joseph G. Knapp  
Reprint 240, 1962. 2 pp.

Stresses the importance of keeping members adequately informed so they may help keep their cooperative at top operation and also function better as members. (Reprinted from August 1962 News for Farmer Cooperatives.)

### When Members Talk . . .

By Oscar R. LeBeau and J. C. Eiland  
Reprint 200, 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 News for Farmer Cooperatives.)

### Annual Reports - Perennial Problems

Reprint 179, 1959. 15 pp.

Six reprints of articles from the News for Farmer Cooperatives by the staff and others on the problems of producing an effective annual report.

### Changing Problems and Techniques (In Communications)

Reprint 152, 1958. 4 pp.

Reprint of a story appearing in the April 1958 News for Farmer Cooperatives.

Membership Publications Tell Co-op Story  
Reprint 5, 1951. 20 pp.

Reprints of a number of articles taken from News for Farmer Cooperatives on the subject of membership relations.

## **Meetings**

### Circular

Making the Most of Your Co-op Annual Meeting  
By Oscar R. LeBeau and French M. Hyre  
Circular 22, 1957. 38 pp.

Suggests ways for getting attendance and holding more effective meetings.

### Information

"Mr. Chairman --"  
Information 6, 1957. 12 pp.

Reprint from the News for Farmer Cooperatives on parliamentary law, order of business, and what constitutes a quorum at a meeting.

### Other

Formulas for Annual Meetings  
News for Farmer Cooperatives, July 1953. 16 pp.

Several farmer cooperatives provided these articles for the News for Farmer Cooperatives on how to conduct effective meetings.

Ideas for Making Annual Meetings Effective

Reprint 9, 1951. 20 pp.

Contains reprints of articles from News for Farmer Cooperatives on how to improve annual meetings.

## **Member Participation**

### Circular

#### How Women Help Their Farmer Co-ops

By John H. Heckman and Oscar R. LeBeau

Circular 15, 1957. 43 pp.

Describes in some detail how five cooperatives run effective programs for women in their cooperatives. Also offers a general review of women's programs among cooperatives.

### General Report

#### Membership Practices of Local Cooperatives

By Oscar R. LeBeau

General Report 81, 1960. 26 pp.

Discusses a variety of devices and practices that local farm supply and marketing cooperatives find useful in maintaining good member relations. Based primarily on information supplied by 331 representative cooperatives.

### Information

#### Making Member Relations Succeed

By Irwin W. Rust

Information 32, 1963. 16 pp.

Describes change in cooperative-member relationship and methods used to achieve a closer relationship between cooperative and member. Tells why closer relationships are necessary.

Stepping Stones to Good Member Relations

By Luther E. Raper

Information 29, 1962. 28 pp.

Distills Mr. Raper's many years of experience as head of membership relations activities for Southern States Cooperative, Richmond, Va.

Suggested Steps for Improved Member Relations

By Oscar R. LeBeau

Information 12, 1960. 4 pp.

Reprint of an article from the News for Farmer Cooperatives on 15 ways to improve member relations in farmer cooperatives.

Other

Special Communications Issue

News for Farmer Cooperatives, August 1962. 20 pp.

Describes the great strides forward taken by cooperatives in recent years to provide members with the information they need and should have. Stresses member relations, editing, public relations, and advertising.

The Human Problem -- Why Some Mergers Fail

By John P. Comstock

Reprint 260, 1963. 2 pp.

Goes into some of the problems arising through mergers such as community loyalties and rivalries, affinity for "what is ours," pressure groups, group identification, and time of merger attempt. (Reprinted from May 1963 News for Farmer Cooperatives.)

## When Members Talk...

By Oscar R. LeBeau and J. C. Eiland  
Reprint 200, 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 News for Farmer Cooperatives.)

## Women and Co-ops

Reprint 123, 1956. 16 pp.

A collection of articles from the News for Farmer Cooperatives describing how women in various sections of the country aid their farmer cooperatives.

## Member Participation... What, How and Why?

Reprint 103, 1955. 8 pp.

Includes three articles from the News for Farmer Cooperatives entitled "What Does Participation mean?", "How Can We Get More Member Participation?", and "What Makes a Satisfied Co-op Member?"

## Public Relations

### Circular

#### Patrons Appraise Cooperative Relations

By Oscar R. LeBeau  
Circular C-140, 1951. 46 pp.

Gives results of a case study of one cooperative on effective ways to maintain good relations with members and the public.

## Information

Planned Public Relations --  
In Modern Cooperative Business  
By Martin A. Abrahamsen  
Information 10, 1959. 28 pp.

Discusses the framework for public relations among farmer cooperatives. Examines basic fundamentals of public relations and the various publics cooperatives deal with. These include, local, State, and national groups.

Farmer Cooperatives and the Community  
By John H. Heckman  
Information 8, 1958. 12 pp.

Gives some general ideas on how farmer cooperatives can present a fair and positive picture of their operations to the general public, outlining in broad terms some of the situations cooperatives face and what they may do about them, pinpointing attitudes of some groups in the community and then highlighting ways to work with these groups.

## Other

Special Communications Issue  
News for Farmer Cooperatives, August 1962. 20 pp.

Describes the great strides forward taken by cooperatives in recent years to provide members with the information they need and should have. Stresses member relations, editing, public relations, and advertising. Highlights a number of cooperative meetings for communication people.

## What State Co-op Councils Can Offer Member Co-ops

By Paul O. Mohn

Reprint 264, 1963. 4 pp.

Emphasizes four principal functions State co-op councils can perform: Liaison, education, legislative, and service. (Reprinted from June 1963 News for Farmer Cooperatives.)

## Let's Look at the Councils' Record

Reprint 230, 1962. 12 pp.

Highlights the 1961 activities of 21 State Cooperative Councils in 20 States as seen by an officer in each of these councils. (Reprinted from February 1962 News for Farmer Cooperatives.)

## Programming... The "Plus" in Public Relations

By Edward E. Slettom

Reprint 202, 1961. 3 pp.

Describes the public relations program of Minnesota Association of Cooperatives, St. Paul. (Reprinted from February 1961 News for Farmer Cooperatives.)

## New Ideas on Public Relations

Reprint 57, 1953. 20 pp.

Furnishes more recent articles on education and public relations activities, picked up from the News for Farmer Cooperatives to supplement Reprint 11.

## Public Relations Inevitable

Reprint 11, 1951. 32 pp.

This 32-page reprint contains many articles published in News for Farmer Cooperatives in recent years on education and public relations vital to cooperative operation.

## **YOUTH**

### Circular

#### **Cooperative Business Training for Farm Youth**

By Oscar R. LeBeau and John H. Heckman

Circular 1, 1953. 54 pp.

Sets forth general ways in which local cooperatives and youth leaders can help to provide training in farmer cooperatives for rural youth.

### Educational Circulars and Aids

#### **Farmer Cooperatives in our Community**

By A. W. McKay

Educational Circular 12, 1956. 40 pp.

An outline for classes and discussion groups describing the way farmer cooperatives have developed in a typical rural community.

#### **The American Private Enterprise System**

By Oscar R. LeBeau

Educational Aid 5, 1962. 18 pp.

Contains an illustrated talk on the American private enterprise system, and shows how the American business system works and its relationship to other activities in the community.

#### **Future Farmers and Co-ops**

Educational Aid 4, 1957. Reprinted from News for Farmer Cooperatives. 50 pp.

These articles describe youth activities in cooperation sponsored by cooperatives, 4-H clubs, vocational agricultural classes, and others.

Better Living

Educational Aid 3, 1955. 30 pp.

Circular adapted from a series of colored slides and suggested lecture notes in cooperation with Pennsylvania Association of Farmer Cooperatives and the American Institute of Cooperation to explain to FFA members the place of farmer cooperatives in our American free enterprise system.

4-H Clubs and Cooperatives

Educational Aid 2, 1955. 16 pp.

Reprint of articles appearing in News for Farmer Cooperatives on 4-H clubs and their cooperative activities.

Farmer Cooperation ... An American Way

Educational Aids 1-A, 1-B, 1-C, 1-D, 1-F, and 1-G, 1955 and 1956, 4 to 11 pp. each

Give suggested demonstrations and illustrated lectures for use by leaders of 4-H clubs and young men and women's groups.

Information

School-Related Activities of Farmer Cooperatives

By Oscar R. LeBeau

Information 17, 1961. 8 pp.

Develops points concerning the value of cooperative educational activities; summarizes briefly pertinent research findings; and tells about some recent developments in school-related activities of farmer cooperatives.

## Other

Given Half a Chance . . .

By William Whyte

Reprint 276, 1964. 2 pp.

Describes a pilot project of three cooperatives and three high schools in Pennsylvania and the State Department of Public Instructions to produce graduates in agri-business. Points out other U. S. cooperatives may be able to call on high schools for help in recruiting and training employees. (Reprinted from April 1964 News for Farmer Cooperatives.)

FGDA -- And Youth Have Say

By Catherine E. Hardy

Reprint 261, 1963. 4 pp.

Describes the youth program of Farmers Grain Dealers Association of Iowa, Des Moines, and tells how the young people prepare for and compete in the co-op's annual public speaking contest. Gives highlights of the association's 49th annual convention. (Reprinted from May 1963 News for Farmer Cooperatives.)

## COOPERATIVES IN OTHER COUNTRIES

### Circular

A Look at Agricultural Cooperatives in India

By Martin A. Abrahamsen

Circular 28, 1961. 43 pp.

A first-hand observation of operations of agricultural cooperatives in India.

## General Report

La Coopérative Fédérée De Québec -- Integrated and Multipurpose Operations

By L. B. Mann

General Report 80, 1960. 24 pp.

Case study on how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices, marketing methods, and contractual arrangements.

Agricultural Cooperation in Western Europe

By John H. Heckman and Anna E. Wheeler

General Report 4.

Section A - The Benelux Countries, 1954. 60 pp.

First in a series of reports on cooperatives in Western Europe, Section A covers information on agricultural cooperatives in Belgium, the Netherlands, and Luxembourg.

## Other

A.I.D.'s Three Little Pigs ...

By Herbert J. Waters

Reprint 277, 1964. 4 pp.

Tells how peasants in Vietnam boosted their income through co-op know-how and assistance from the Agency for International Development. (Reprinted from April 1964 News for Farmer Cooperatives.)

**Co-ops Helping Latin America Change**

By Calvin L. Dahncke

Reprint 259, 1963. 4 pp.

Summarizes a progress report on Latin American cooperatives. Shows how these cooperatives are helping increase farmers' income and improve their standard of living. Describes operations of various types of cooperatives. (Reprinted from April 1963 News for Farmer Cooperatives.)

**How Cooperatives Came to Puno and Pontianak**

By Irwin W. Rust

Reprint 236, 1962. 4 pp.

Outlines two examples of cooperative success in widely separated parts of the world and shows how the right kind of leadership, combined with hard work by the people themselves, can accomplish good results with a small amount of capital. (Reprinted from May 1962 News for Farmer Cooperatives.)

**Co-ops and New AID Policy**

Reprint 234, 1962. 4 pp.

Highlights policy actions of the Agency for International Development to encourage cooperatives in countries abroad. (Reprinted from April 1962 News for Farmer Cooperatives.)

**250 Leaders Map Plans for Co-op Action at First Inter-American Cooperative Congress**

By Beryle Stanton

Reprint 231, 1962. 4 pp.

Reports on results of, and recommendations from, this conference held at Bogota, Colombia, in November 1961. (Reprinted from February 1962 News for Farmer Cooperatives.)

IFCAI and the Fishermen of Molfetta

By Mildred Haun

Reprint 228. 4 pp.

Tells how the Financial Institute of America and Italian Cooperatives helped people in Italy set up cooperatives and describes other assistance of IFCAI. (Reprinted from February 1962 News for Farmer Cooperatives.)

Credit Unions in Fiji

Reprint 220, 1961. 2 pp.

Tells how credit unions have been used to help raise living standards in the Fiji Islands. (Reprinted from December 1961 News for Farmer Cooperatives.)

Progress -- Problems -- Potentials of Latin American Co-ops

By Fernando Chaves

Reprint 210, 1961. 4 pp.

Discusses progress of these co-ops and their problems that as a general rule reflect the economic and social structures prevailing in the countries involved. (Reprinted from June 1961 News for Farmer Cooperatives.)

A World Look at Co-ops

By Margaret Digby

Reprint 199, 1960. 2 pp.

Reviews briefly the scope and variety of cooperative development in the world. (Reprinted from October 1960 News for Farmer Cooperatives.)

## Canadian Cooperative Pioneers Integrated Services to Farmers

By L. B. Mann

Reprint 194, 1960. 2 pp.

Describes how La Cooperative Federee de Quebec, Montreal, Canada, is meeting its problems and challenges. (Reprinted from August 1960 News for Farmer Cooperatives.)

## "It's Our Co-op" Calling

By Carl R. Hutchinson

Reprint 172, 1959. 3 pp.

Tells about the thriving and fast-spreading self-help program in Japan of a telephone cooperative with a public address system. Also discusses development of cooperatives in that country. (Reprinted from May 1959 News for Farmer Cooperatives.)

## Co-ops in Other Lands

Reprint 23, Section B, 1958. 40 pp.

A series of articles appearing in News for Farmer Cooperatives on cooperatives in other lands.

## TRANSPORTATION

### General Reports

#### Motortruck Operating Costs of Farmer Cooperatives

By Thomas H. Camp

General Report 121, 1964. 16 pp.

Gives in detail the motortruck operating costs of 20 farmer cooperatives. Discusses types of trucks used, miles traveled, and operating costs per mile.

## Motortruck Operations of Farmer Cooperatives

By William C. Bowser, Jr.

General Report 109, 1963. 23 pp.

Reports number, types, and distribution of motor-trucks owned or leased by farmer cooperatives. Covers type and size of motortrucks, size of truck fleets, trucks by size of cooperative, and over-the-road versus local hauling.

## Transportation and Handling of Seed by Regional Cooperatives in the Southeast

By Charlie B. Robbins

General Report 101, 1962. 36 pp.

A study of the seed operations of 7 regional wholesale cooperatives serving 13 southeastern States with suggestions for improving transportation, handling, and warehousing.

## Piggyback Transportation for Pacific Northwest Cooperatives

By William C. Bowser, Jr.

General Report 86, 1960. 32 pp.

Explores use of piggyback transportation of cooperatively-owned and operated motortrucks on railroad flatcars. Also compares charges and costs to shippers under two piggyback plans.

## Cooperative Fertilizer Transportation in the North Central States

By Claude L. Scroggs and Robert J. Byrne

General Report 7, 1954. 23 pp.

Graphically presents transportation costs and other data to help farmers develop a more efficient cooperative fertilizer distribution service in the area.

## Information

### Safety-Checking Handling Practices to Reduce Livestock Losses

By Joseph E. Rickenbacker  
Information 45, 1964. 18 pp.

Covers handling practices of sorting and assembling, loading, over-the-road transportation, unloading, yarding, and slaughter. Contains 26 tips for safe handling.

### Extent of Traffic Management in Farmer Cooperatives

By Robert J. Byrne  
Information 44, 1964. 8 pp.

Reports on the results of preliminary survey of traffic management among farmer cooperatives. Shows most small and many large cooperatives do not have traffic management. Concludes better management of transportation expenditures could help reduce costs.

### Safety-Checking Livestock Trucking to Reduce Loss and Damage

By Joseph E. Rickenbacker  
Information 33, 1963. 19 pp.

Discusses loss-associated conditions and practices in livestock trucking and tells how to correct them. Contains a list of check points to evaluate and improve livestock trucking.

### Safety-Checking Livestock Handling Facilities

Information 28, 1962. 15 pp.

Suggests ways to evaluate livestock handling facilities and things to look for in a safety check.

## Motortruck Leasing by Farmer Cooperatives

By William C. Bowser, Jr.

Information 14, 1961. 16 pp.

Answers requests from farmer cooperatives for information concerning the various aspects of leasing versus the outright purchase of motor-trucks.

## Marketing Research Reports

### Losses from Handling Sheep and Lambs

By Joseph E. Rickenbacker

Marketing Research Report 544, 1962. 28 pp.

Shows how many handling facilities and practices in the livestock industry cause damage to sheep and lambs or their death, and suggests ways to eliminate or reduce losses.

### Loss and Damage in Handling and Transporting Hogs

By Joseph E. Rickenbacker

Marketing Research Report 447, 1961. 28 pp.

Provides information on factors affecting losses such as length-of-haul, weather, type of carrier, and certain handling conditions and practices.

### Handling Conditions and Practices Causing Bruises in Cattle

By Joseph E. Rickenbacker

Marketing Research Report 346, 1959. 52 pp.

Appraises one of the major problems of the livestock and meat industry. Analyzes bruise tests, bruise losses, causes of bruises, and some implications of the survey.

Interstate Trucking of Frozen Fruits and Vegetables  
Under Agricultural Exemption

By James R. Snitzler and Robert J. Byrne

Marketing Research Report 316, 1959. 88 pp.

Discusses volume of shipments, market analysis, processors' opinions on use of rail and truck transportation, rail and truck freight rates, and motor carrier cargo insurance and equipment.

Causes of Losses in Trucking Livestock

By Joseph E. Rickenbacker

Marketing Research Report 261, 1958. 21 pp.

Covers in some detail the results of observations of "loss-associated" conditions -- overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, end gates with open angle irons and certain handling abuses, which are some of the major reasons for livestock losses in transit.

Losses of Livestock in Transit in Midwestern and Western States

By Joseph E. Rickenbacker

Marketing Research Report 247, 1958. 40 pp.

Provides an estimate of the losses and analyzes some transportation factors which affect the loss rates in shipping livestock.

Transportation of Rice in the South -- An Economic Survey

By Ezekiel Limmer and Robert J. Byrne

Marketing Research Report 140, 1956. 51 pp.

Furnishes information about rice transportation useful to the rice industry, the various carriers, and the general public.

## Other

Grain Transportation Losses Challenge Grower Returns  
By Joseph E. Rickenbacker  
Reprint 257, 1963. 2 pp.

Tells how and where most grain losses occur in rail transportation. (Reprinted from May 1963 News for Farmer Cooperatives.)

## **COOPERATIVE MARKETING**

### Information

Increasing the Marketing Strength of Farmers  
By J. Kenneth Samuels  
Information 43, 1964. 22 pp.

Examines changes in the production and marketing of food and fiber. Tells how farmers achieve market strength and why they use cooperatives. Points out what cooperatives need to do to help farmers improve their bargaining position.

### Other

50 Years of Cooperative Progress  
Linked with USDA Research  
By J. K. Samuels  
Reprint 262, 1963. 4 pp.

Interweaves beginning and development of the Apple Growers Association, Hood River, Oreg., and the Farmer Cooperative Service, USDA. Describes cooperative legislation occurring during the period and the accomplishments of both organizations. (Reprinted from July 1963 News for Farmer Cooperatives.)

## COTTON AND COTTONSEED

### Bulletins

#### Using Gin Machinery More Effectively

By Otis T. Weaver and Daniel H. McVey  
FCS Bulletin 7, 1955. 36 pp.

Analyzes relative efficiency of various methods of gin operations and gives major causes of lost time, volume, and revenue during peak ginning season for 23 Texas gins.

#### Costs and Margins of Cooperative Cotton Gins, 1947-48 and 1948-49

By Otis T. Weaver and Ward W. Fetrow  
Bulletin 67, 1951. 87 pp.

Analyzes factors affecting costs and margins of 200 cooperative cotton gins in 8 cotton areas representing 89 cotton producing counties in 7 States from Alabama to California.

### Circulars

#### Crushing Cottonseed Cooperatively

By Elmer J. Perdue  
Circular 30, 1962. 23 pp.

Discusses important facts about the basis for organization, organizational structure, and operating policies and practices of cooperative cottonseed oil mills. Brings up to date FCS Circular C-114, originally published in 1939.

SWIG - Southwestern Irrigated Cotton Growers  
Association, El Paso, Texas

By Otis T. Weaver  
Circular 29, 1962. 65 pp.

Describes the early 1960 setup and operations  
of this association, and then reviews important  
events in its history.

Educational Circular

Using Your Co-op Cotton Gin

Educational Circular 15, 1959. 18 pp.

For county agents, extension workers, vocational  
agriculture teachers, students, and others.

General Reports

Oklahoma Cotton Cooperatives

By John D. Campbell  
General Report 108, 1963. 11 pp.

Reviews organization and activities of three types  
of cotton cooperatives. Tells how these work  
closely together and provide growers with valuable  
processing and marketing services.

Farm Supply Operations of Cooperative Gins  
and Elevators in Texas

By John M. Bailey  
General Report 92, 1961. 36 pp.

Furnishes the results of a study of the farm  
supply operations of 26 marketing cooperatives  
in Texas -- 18 cotton gins and 8 grain elevators.  
Also includes some suggestions for successful  
farm supply operations.

Effect of Grades and Weights on Cottonseed Margins  
of Cooperative Gins

By William C. Bowser, Jr.

General Report 55, 1959. 27 pp.

Shows how grading and weighing cottonseed by oil mills can affect the price the ginner receives for the seed. Also discusses grades, weights, and margins and compares practices in parts of Texas, Oklahoma, Arkansas, and Alabama.

Processing and Marketing Cottonseed Cooperatively

By W. W. Fetrow, Daniel H. McVey, and

Jane L. Scearce

General Report 21, 1956. 76 pp.

Gives in some detail information on the organization, services, operating methods, and policies of cooperative cottonseed oil mills.

Marketing Research Reports

Costs of Ginning Cotton by Cooperatives at Single-Gin and Two-Gin Plants, California and Texas, 1962

By John D. Campbell

Marketing Research Report 640, 1964. 31 pp.

Determines and compares costs of ginning cotton in single-gin and two-gin multiple plants at the same location in California and Texas. Presents such costs to assist cotton growers when they are planning expansion of gin facilities and to help gins improve their operating efficiency.

Power Expenses of Cotton Gins -- By Types  
of Power -- Arkansas, Oklahoma, Texas

By John D. Campbell

Marketing Research Report 520, 1962. 47 pp.

Compares expenses from equal amounts of gin power from different types and sources, and provides information on choosing the most economical source of gin power.

Effects of Electric Rates on Power Expenses of Cotton Gins (Arkansas, Oklahoma, and Texas)

By John D. Campbell

Marketing Research Report 470, 1961. 32 pp.

Presents the effect of rate schedules on the cost of electricity to cotton gins; explains how power companies measure electricity and the terms they use; and compares costs to gins under 32 rate schedules.

Controlling Protein Level of Meal Production  
at Cottonseed Oil Mills

By Elmer J. Perdue and J. Dale Peier

Marketing Research Report 437, 1960. 11 pp.

Compares the press control and the meal room control methods as they relate to maintaining uniformity of meal production.

Baling Cotton at Gins - Practices and Costs, Flat-Standard - High Density Bales

By John D. Campbell and R. C. Soxman

Marketing Research Report 386, 1960. 48 pp.

Reports on the performance and cost of flat, standard density, and high density cotton gin bale presses and bales. Prepared jointly by Agricultural Marketing Service and Farmer Cooperative Service.

## DAIRY PRODUCTS

### Bulletins

#### Criteria for Evaluating Dairy Cooperatives

By Stanley F. Krause and Joseph M. Cowden  
FCS Bulletin 14, 1962. 42 pp.

Provides a set of criteria designed for use in appraising dairy cooperatives to determine if they meet acceptable standards as cooperatives and will continue to do so. Includes basic legal provisions and discussion of principles and characteristics of farmer cooperatives.

#### Seasonal Milk Pricing Plans

By Stanley F. Krause  
FCS Bulletin 12, 1958. 54 pp.

Describes plans used to even out deliveries -- base-excess plans, fall premium plans, seasonal variations in class prices, and seasonal incentive of other price provisions.

#### Meeting Seasonal Problem of Dairy Cooperatives Through Education

By Stanley F. Krause  
FCS Bulletin 9, 1956. 42 pp.

Discusses the educational approach to the problem of leveling out seasonally the volume of milk delivered from farms. Useful in suggesting ideas for effective methods of informing members.

Pricing Milk According to Use  
By Stanley F. Krause  
FCS Bulletin 6, 1955. 50 pp

Discusses objectives of class pricing, bases for grouping products, and number of classes necessary. Also reviews some marketing problems and special implications of class pricing for cooperatives.

Developing Butterfat Sampling and Testing Programs  
By Homer J. Preston  
FCS Bulletin 5, 1954. 52 pp.

Describes variation in butterfat tests of individual producers to help cooperatives select the best sampling program at a minimum cost.

Farm-To-Plant Milk Hauling Practices of Dairy Cooperatives  
By Joseph M. Cowden  
Bulletin 69, 1952. 63 pp.

Discusses milk hauling practices of a selected group of cooperatives.

Cooperative Creamery Accounting  
By D. D. Brubaker  
Bulletin 39, 1939. 99 pp.

Description of accounting problems and procedures, both financial and product, during organization and operation of local cooperative creameries. Suggested forms and sample entries illustrate the procedure for each operation, including the preparation of summary statements and annual reports.

## Circulars

### How Manufacturing Co-ops Market Grade A Milk

By Donald R. Davidson

Circular 26, 1960.

Surveys 124 dairy manufacturing cooperatives in Minnesota, Wisconsin, and Iowa marketing fluid milk, and shows the advantages and disadvantages of adding a Grade A operation. Includes detailed analyses of three selected concerns.

### Vending Milk in Small Containers, by Cooperatives and Others

By Hughes H. Spurlock and Donald E. Hirsch

Circular 20, 1957. 31 pp.

Tells of the experiences of nearly 200 operators vending milk indoors in small containers. Indicates there are no infallible tests to determine whether a cooperative should engage in milk vending.

### Comparing Bulk and Can Milk Hauling Costs

By Joseph M. Cowden

Circular 14, 1956. 13 pp.

Reports results of cost comparisons between can and bulk milk hauling operations of two midwestern cooperatives. Also estimates significance to producers of potential cuts in hauling costs.

### Selecting a Program for Butterfat Sampling

By Homer J. Preston

Circular 11, 1956. 18 pp.

Condenses conclusions derived from a more detailed study on butterfat sampling and testing programs and is pointed to the less technical audience.

## Progress in Farm-To-Plant Bulk Milk Handling

By Noel Stocker

Circular 8, 1954. 53 pp.

Reports on extent, location, and practices of dairy firms -- cooperatives and others -- in adopting bulk milk handling.

## Fall Premium Milk Pricing Plans

By Norris T. Pritchard

Circular 4, 1952. 39 pp.

Describes fall premium plans for pricing milk, evaluates these plans, and gives basic preliminary problems in designing fall premium plans.

## Butter Pricing by Iowa Creameries

By A. G. Mathis and Donald E. Hirsch

Circular C-136, 1950. 38 pp.

Gives methods of pricing butter by more than 70 creameries in Iowa and outlines factors involved in determining prices paid by individual creameries.

## General Reports

### Impact of Dairy Cooperatives on Federal Order Milk Markets

By Donald R. Davidson

General Report 114, 1963. 48 pp.

Describes the role played by dairy cooperatives within the Federal order milk markets. Shows that these cooperatives handled four-fifths of the 45 billion pounds of milk sold in these markets.

Multiquart Containers - Their Effect on Milk Packaging and Handling Costs in Selected Cooperatives

By William J. Monroe

General Report 90, 1961. 42 pp.

Analyzes the costs and some of the problems associated with both glass and paper multiquart containers.

Milk Receiving Costs During Shift From Can to Bulk

By James B. Roof

General Report 77, 1960. 27 pp.

Analyzes the receiving costs of 10 milk receiving plants in the Chicago milkshed. Compares these costs before, during, and after conversion to bulk methods, shows the costs of changing from can to bulk, and isolates the factors associated with these changes.

Integrated Dairy Operations Through Farmer Cooperatives

By Anne L. Gessner

General Report 69, 1959. 39 pp.

Describes the types and extent of integrated dairy operations provided for farmers by their cooperatives.

Grade A Milk Marketing by Manufacturing Co-ops

By Donald R. Davidson

General Report 56, 1959. 46 pp.

Gives results from a study of 81 manufacturing cooperatives in Minnesota, Wisconsin, and Iowa that are handling Grade A milk. Examines their size, location, and other major factors that determine the kind and number of Grade A marketing functions a cooperative can perform.

## Multiquart Containers -- Their Significance in Dairy Cooperatives

By William J. Monroe

General Report 54, 1959. 16 pp.

A study of the practices and problems of 187 dairy cooperatives handling multiquart containers. Examines the characteristics of these associations, the increasing significance of multiquart containers, and the influences of these containers on various phases of milk operations, including distribution problems, costs, sales, practices, volume, and methods of competing.

## Estimating the "Market Value" of a Milk Distributing Business

By Donald E. Hirsch

General Report 3, 1954. 36 pp.

Provides management of small cooperatives with market value information to assist them in selling or buying milk distributing businesses.

## FRUITS AND VEGETABLES

### Bulletin

## Cooperative Marketing of Potatoes in the United States

By George M. Goldsborough

Bulletin 62, 1951. 74 pp.

Outlines origin and growth of cooperative potato marketing, its services to agriculture and contribution to marketing, and suggests possible future course of cooperative development in the potato industry.

## Circulars

### Sunkist Growers, Inc. -- A California Adventure in Agricultural Cooperation

By Irwin W. Rust and Kelsey B. Gardner

Circular 27, 1960. 120 pp.

Presents information on this well-known farmer cooperative that is of interest to all students of agricultural cooperation. Discusses Sunkist history, describes important changes in organizational structure and operations, and calls attention to reasons for the association's success.

### Fruit and Vegetable Bargaining Cooperatives

By Wendell M. McMillan

Circular 25, 1958. 72 pp.

First comprehensive report of fruit and vegetable cooperatives that bargain for members' products with processors. Describes the organization and operation of these associations.

### Food Brokers Appraise Cooperative Marketing Practices

By Anne L. Gessner and Edward C. Collins

Circular C-142, 1951. 17 pp.

Summarizes information obtained from food brokers handling about two-thirds of the fruits and vegetables canned by cooperatives.

### Citrus Packing House Costs in California

By J. K. Samuels and George L. Capel

Circular C-138, 1951. 16 pp.

Discusses the factors affecting the cost of packing citrus fruit in California.

## Educational Circular

### Using Your Fruit and Vegetable Co-op Educational Circular 7, 1955. 12 pp.

Discusses some of the duties of a cooperative member such as financing the cooperative, helping to run it, profiting through experience, extending cooperative services, practicing sound merchandising, building good public relations, and solving cooperative problems.

## General Reports

### Fresh Fruit and Vegetable Marketing Organizations in Northeastern and Central States

By Martin A. Blum  
General Report 84, 1960. 63 pp.

Shows how 31 selected grower-owned and controlled marketing organizations near large urban areas solved marketing problems of producers. Organizations surveyed, located near large consuming centers in 10 States, included 27 farmer cooperatives.

### Pooling and Other Grower Payment Methods as Used by Local Fruit, Vegetable, and Tree Nut Cooperatives

By Clyde B. Markeson  
General Report 67, 1959. 44 pp.

Provides data on types of grower payment methods used by local fruit, vegetable, and tree nut cooperatives; extent of their use; and factors associated with these methods that contribute to an effective and orderly marketing program.

Coordinated Marketing for Processed Fruits  
and Vegetables

By Irwin W. Rust

General Report 33, 1957. 40 pp.

Reports on results of a survey of 53 cooperative fruit, vegetable, and special crop processors, to assist cooperatives and others in a study of problems involved in a joint marketing program reaction to the possibilities of such a program, and suggesting some plans for implementing it. Among the points discussed were prices based on competitive situations, uniform quality requirements, and use of brands.

Information

Improving Farmers' Income Through Cooperative Bargaining

By Wendell M. McMillan

Information 41, 1963. 20 pp.

Defines cooperative bargaining and then discusses methods of bargaining power and growth of bargaining cooperatives generally. Covers fruit and vegetable bargaining cooperatives and the effect of bargaining cooperatives on farmers' income.

Some Facts About Fruit and Vegetable Bargaining Co-ops

By Wendell M. McMillan

Information 11, 1959. 14 pp.

Outlines the objectives, development, and procedures of fruit and vegetable cooperatives that bargain for contract prices and terms involved in the sale of members' crops to processors. Lists factors related to success.

Economic Aspects in Marketing Florida Avocados

By Clyde B. Markeson

Marketing Research Report 614, 1963. 52 pp.

Points out characteristics and trends of the industry and their effect on Florida shippers and growers. Evaluates attempts to improve marketing and suggests changes to correct weaknesses and to improve distribution of crops for better prices.

Marketing Farmers' Stock Peanuts in the Virginia - North Carolina Area

By Gilbert W. Biggs, E. Walton Jones, and

Richard A. King

Marketing Research Report 595, 1963. 70 pp.

Discusses marketing farmers' stock peanuts, grower selling practices and an analysis of these practices, and grower attitudes toward other marketing techniques. This is a joint study by Farmer Cooperative Service and the Department of Agricultural Economics, North Carolina State College.

Buying Farmers' Stock Peanuts in the Virginia-North Carolina Area

By Gilbert W. Biggs, Richard A. King, and

E. Walton Jones

Marketing Research Report 555, 1962. 44 pp.

From a comprehensive study of the marketing of farmers' stock peanuts in the Virginia-North Carolina area. This first report emphasizes characteristics and practices of first-buyers. North Carolina State College cooperated in making the study.

Coordinated Marketing for Florida Fresh Citrus  
Shippers: Views on its Need and Feasibilities

By Fred E. Hulse

Marketing Research Report 492, 1961. 44 pp.

Reports the results of questionnaires sent to 120 Florida fresh citrus shippers on the need for more joint sales activity. The majority of those replying expressed a willingness to join with other shippers in some form of joint activity if a plan were developed.

Economic Considerations in Marketing Sweetpotatoes  
From the Eastern Shore of Virginia

By Clyde B. Markeson, Frank W. Bell, and

Leo F. Zimmerman

Marketing Research Report 487, 1961. 56 pp.

Includes a discussion of marketing practices in the sweetpotato industry on the Eastern Shore of Virginia and suggestions as to how these practices may be improved. Among the suggestions were to grade more sweetpotatoes to U. S. standards, consider marketing agreements and orders, and evaluate use of cooperatives to consolidate sales strength.

Analysis of Returns and Practices of Florida Fresh  
Citrus Sales Organizations

By Fred E. Hulse

Marketing Research Report 345, 1959. 88 pp.

Analyzes the nature of the market for Florida fresh citrus fruit with respect to pricing policies and sales procedures. Also appraises the relationship between net returns to shippers and various factors which affect the sale of fruit and shows the combination of sales practices which produces the best net returns for shippers.

Marketing Adjustments Made by the Texas Citrus Industry to Freezes of 1949 and 1951

Wilbur F. Buck and Harold B. Sorensen

Marketing Research Report 328, 1959. 28 pp.

Reports on the adjustments made by 51 citrus marketing and processing firms to severe freezes. Shows how some closed their plants completely, how some eliminated citrus operations, and how others diversified their operations to handle other activities such as vegetable processing or cotton ginning and processing in addition to citrus operations.

Interstate Trucking of Frozen Fruits and Vegetables Under Agricultural Exemption

Marketing Research Report No. 316, 1959. 88 pp.

Provides shippers, processors, transportation groups, and others concerned with information on the effects of the exemption upon the interstate transportation of frozen fruits and vegetables. Findings are based on analyses of information gathered in a nationwide survey of 107 fruit and vegetable processors and 55 motor carriers.

Costs of Canning Sweet Corn in Selected Plants

By E. C. Collins and Job K. Savage

Marketing Research Report 184, 1957. 48 pp.

An analysis of costs of canning sweet corn in seven plants -- two of them cooperatively owned. This study should be helpful to others in improving their own plant operations by comparing operations. Analysis indicated canners could make substantial savings by increase in annual volume, daily volume, case yields per ton of products, and uniformity of raw product flow to the plant.

## Other

### Comfort Me With Apples . . .

By Beryle E. Stanton

Reprint 267, 1963. 8 pp.

Relates how a new cooperative used the RAD program of the Department of Agriculture and the Areas Redevelopment Administration of the Department of Commerce to build new markets for apples, benefiting the community. (Reprinted from September 1963 News for Farmer Cooperatives.)

### 50 Years of Cooperative Progress Linked with USDA Research

By J. K. Samuels

Reprint 262, 1963. 4 pp.

Interweaves beginning and development of the Apple Growers Association, Hood River, Oreg., and the Farmer Cooperative Service, USDA. Describes co-op legislation occurring during the period and the accomplishments of both organizations. (Reprinted from July 1963 News for Farmer Cooperatives.)

### Blue Anchor Moves With Marketing Currents

By Beryle Stanton

Reprint 232, 1962. 4 pp.

Gives some background on the California Fruit Exchange, Sacramento and discusses several types of changes the cooperative has had to cope with: In outlets, in demand, and in transportation. Also describes related activities of the association. (Reprinted from March 1962 News for Farmer Cooperatives.)

# GRAIN

## Bulletins

### Where and How Much Cash Grain Storage for Indiana Farmers

By Thomas E. Hall, J. W. Hicks, Walter K. Davis and Norman Coats

Bulletin 68, 1952. 46 pp.

Gives advantages and disadvantages to Indiana farmers of storing cash grain at local terminal elevators and also factors affecting how much storage is needed.

### Factors Affecting Margins and Costs in Marketing Kansas Grain, 1945-46 to 1948-49

By Edward B. Ballow

Bulletin 66, 1951. 60 pp.

Discusses influence of volume, managers' ability, business competition, and storage operations on costs. Study includes 48 cooperative elevators in Kansas.

### Where and How Much Cash Grain Storage for North Dakota Farmers

By Thomas E. Hall, P. V. Hemphill, C. H. Meyer, and W. K. Davis

Bulletin 61, 1951. 52 pp.

Compares costs to North Dakota farmers of storing cash grain on the farm, at the country elevator, or in the terminal elevator. Also gives background for decisions that storage should be provided for only average or normal requirements.

## Where and How Much Cash Grain Storage for Oklahoma Farmers

By Thomas E. Hall, Adlowe L. Larson,  
Howard S. Whitney, and C. H. Meyer  
Bulletin 58, 1950. 48 pp.

Compares cost to Oklahoma farmers of storing cash grain on the farm, at the country elevator, or in the terminal elevator. Also gives background for decision that storage should be provided for only average or normal requirements.

### Circulars

#### New Country Elevators -- Influence of Size and Volume on Operating Costs

By Thomas E. Hall  
Circular 10, 1955. 29 pp.

Shows influences of size and volume on operating costs of local elevators in the hard winter Wheat Belt and offers suggestions on building new facilities. Among the suggestions were these: appraise average volume to be handled, consider possible advantages of adding side line operations, and take into account trends toward larger volumes, trade territories, and elevators.

#### Changing Grain Storage Costs, Farm Vs. Elevator

By Thomas E. Hall  
Circular 6, 1953. 20 pp.

Compares farmers' costs for storing cash grain on the farm and at the elevator and traces reasons for changes in relationships, with elevator cheaper than farm storage under average conditions. Results given in publication are for comparative purposes as actual costs vary from year to year.

## Educational Circular

### Using Your Co-op Elevator

Educational Circular 8, revised 1955. 12 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others. Discusses several duties a cooperative member has: Help to finance and run the cooperative, profiting from cooperative experience, extending the services of the cooperative, and helping to solve its problems.

## General Reports

### Farm Supply Operations of Cooperative Gins and Elevators in Texas

By John M. Bailey

General Report 92, 1961. 36 pp.

Furnishes the results of a study of the farm supply operations of 26 marketing cooperatives in Texas -- 18 cotton gins and 8 grain elevators. Also includes some suggestions for successful farm supply operations.

### What Influences Off-Farm Grain Sales in Missouri?

By Francis P. Yager

General Report 91, 1961. 24 pp.

Based on a survey of four Missouri areas, discusses factors affecting off-farm grain movement and what farmers and elevator operators consider important in selecting a grain buyer.

Pendleton Grain Growers -- an Integrated Cooperative  
By Beryle Stanton  
General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Cooperative Country Elevators in Montana  
By Francis P. Yager  
General Report 64, 1959. 28 pp.

Shows characteristics of Montana elevators, their receipts and sales, methods of transportation used, storage capacity, turnover, services rendered, number of employees, and salaries paid. Among other highlights, this report shows 97 percent of grain purchased moved by rail and that many country elevators had added sidelines to balance out their year-round operations.

### Marketing Research Report

Economics of Grain Drying At Kansas Local Elevators  
By J. C. Eiland and L. Orlo Sorenson (in cooperation with Kansas State University)  
Marketing Research Report 449, 1961. 64 pp.

Reports on grain drying operations at 10 Kansas local elevators and analyzes their direct drying and shrinkage costs for the period from August 1957 through July 1958. This report develops and analyzes budgeted direct drying costs for four sizes and types of dryers.

## Other

### Grain Transportation Losses Challenge Grower Returns

By Joseph E. Rickenbacker

Reprint 257, 1963. 2 pp.

Tells how and where most grain losses occur in rail transportation and includes six suggestions for reducing or eliminating such losses. (Reprinted from May 1963 News for Farmer Cooperatives.)

### When Members Talk ...

By Oscar R. LeBeau and J. C. Eiland

Reprint 200, 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 News for Farmer Cooperatives.)

### Timely Tips for Country Elevator Planners

By Francis P. Yager

Reprint 178, 1959. 2 pp.

Gives information on storage problems, operating techniques, services, and costs. (Reprinted from September 1959 News for Farmer Cooperatives.)

## **LIVESTOCK AND WOOL**

### Bulletins

#### Livestock Auctions in the Northeastern States

By C. G. Randell

FCS Bulletin 8, 1956. 43 pp.

Gives useful material for improving livestock marketing methods and facilities.

Decentralized Marketing by Producers Livestock Cooperative Association, Columbus, Ohio

By R. L. Fox and C. G. Randell

Bulletin 65, 1951. 152 pp.

Tells how Producers Livestock Cooperative Association, Columbus, Ohio, worked out an effective decentralized marketing system for its 100,000 members.

Circulars

Equity Cooperative Livestock Sales Association

By C. G. Randell

Circular 32, 1963. 78 pp.

Discusses history, present structure, services, and facilities, and member and public relations of this cooperative. Covers business volume, finances, sales outlets, marketing environment, and personnel. Includes an appraisal and recommendations.

Ways To Improve Livestock Auctions in the Northeast

By C. G. Randell

Circular 16, 1956. 10 pp.

Suggests improvements in location, design, and construction of facilities, equipment and operations of livestock auctions in the northeastern States.

Glades Livestock Market Association -- A Florida Operation

By C. G. Randell

Circular 13, 1956. 63 pp.

Analyzes this auction's experience, giving an account of its operations, and how it is meeting and solving problems. Is of interest to cattle raisers in the South who are considering establishing a livestock auction.

Feeder Calf Sales in the Southeastern States

By C. G. Randell and Anna E. Wheeler

Circular 9, 1955. 44 pp.

Discusses history, problems, and possibilities of feeder calf sales in the Southeastern States.

Producing and Merchandising Sausage in Small Plants

By C. G. Randell

Circular 5, 1963. 59 pp.

Gives type of equipment needed, layout of floor plan, formulas for making sausage, and costs.

Measuring the Marketability of Meat-Type Hogs

By R. L. Fox, Anna E. Wheeler, and C. G. Randell

Circular C-152, 1953. 41 pp.

Reports on possibilities of detecting differences in value of various type hogs and of reflecting these to hog producers. Actual tests showing differences between live appraisals and the carcass value were made on 1,710 hogs.

Educational Circulars

Using Your Livestock Co-op

Educational Circular 4, revised 1955. 16 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

Using Your Wool Co-op

Educational Circular 2, revised 1954. 9 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

## General Reports

The Wool Department of the Indiana Farm Bureau Cooperative Association, Inc.

By Walter L. Hodde

General Report 113, 1963. 36 pp.

Describes operations of this organization and traces development of cooperative wool marketing in the State. Discusses handling, grading, and warehousing methods used, and the shearer-fieldman service.

Livestock Marketing Cooperatives in California --  
Their Progress, Policies, and Operating Methods

By R. L. Fox

General Report 98, 1961. 72 pp.

Gives a description of present markets and methods in the State, and the changes taking place in the marketing structure, and tells how livestock cooperatives can best meet producers' needs under today's economic conditions. Also evaluates a number of courses of actions producers could take.

A Livestock Market Is Born

By C. G. Randell

General Report 96, 1961. 36 pp.

Shows how Equity Cooperative Livestock Sales Association, Milwaukee, Wisconsin, developed its Johnson City Auction. Gives a step by step description and analysis of the building of this market from inception to its opening for business. Discusses market promotion and financing plans, building and opening the market, and the benefits and advantages to farmers and packers.

Improving Livestock Marketing Efficiency - A Study of Nine Cooperative Livestock Markets in Ohio, Indiana, and Michigan

By Ira M. Stevens and R. L. Fox  
General Report 39, 1958. 42 pp.

Covers results of a study of nine branch livestock markets representing three regional cooperatives in Ohio, Indiana, and Michigan, and suggests ways these and similar livestock markets can improve their efficiency.

Inedible Offal as a Hog Feed

By Bert D. Miner  
General Report 37, 1957. 18 pp.

Furnishes information on present methods used by a representative group of slaughter plants that are processing inedible offal.

Manufacturers' and Topmakers' Views on Some Wool Marketing Problems

By Walter L. Hodde  
General Report 34, 1957. 30 pp.

Discusses answers from 29 topmakers and wool manufacturers on their preferences and problems in buying wool.

Farmer Meat Packing Enterprises in the United States

By R. L. Fox  
General Report 29, 1957. 21 pp.

Examines the role of frozen food locker plants in the meat packing business and the future possibilities and need for cooperative meat processing. Also discusses plants that are no longer operating and the reasons for their failure.

## Information

### Safety-Checking Handling Practices To Reduce Livestock Losses

By Joseph E. Rickenbacker  
Information 45, 1964 18 pp.

Covers handling practices of sorting and assembling, loading, over-the-road transportation, unloading, yarding, and slaughter. Contains 26 tips for safe handling.

### Safety-Checking Livestock Trucking To Reduce Loss and Damage

By Joseph E. Rickenbacker  
Information 33, 1963. 19 pp.

Discusses loss-associated conditions and practices in livestock trucking and tells how to correct them. Contains a list of check points to evaluate and improve livestock trucking.

### Safety-Checking Livestock Handling Facilities

By Joseph E. Rickenbacker  
Information 28, 1962. 15 pp.

Suggests ways to evaluate livestock handling facilities and things to look for in a safety check.

### Recent Developments in Farmer Cooperative Meat Packing and Processing

By R. L. Fox  
Information 18, 1961. 19 pp.

Gives background on growth of cooperative meat packing and processing, and includes some "watch points" any group of farmers need to consider before getting into this type of business.

What Kind of Wool Do You Market? (Formerly issued by Cooperative Extension Service in cooperation with Farm Credit Administration and Production Marketing Administration, U. S. Department of Agriculture.) Issued in cooperation with Federal Extension Service.

Information 16, 1961. 8 pp.

Reviews, through a series of drawings, some of the important points involved in determining the price of wool in order to help bring about better preparation of wool for market and increase returns to growers.

How Much Did Your Wool Bring? (Formerly Miscellaneous Report 103, Farm Credit Administration.) Issued in cooperation with Federal Extension Service.

Information 15, 1961. 6 pp.

Emphasizes, through a series of drawings, that return per fleece is a much more reliable measure of value than price per grease pound.

### Marketing Research Reports

Veal Calf Pooling -- Improved Marketing Through Grading and Commingling

By John T. Haas

Marketing Research Report 615, 1963. 52 pp.

Discusses in detail the operating procedures of market agencies in Kentucky, Ohio, Tennessee, Virginia, and West Virginia. Concludes other areas might find veal calf pooling worthwhile.

### Feeder Pig Pooling

By Ira M. Stevens and John T. Haas

Marketing Research Report 566, 1962. 59 pp.

Includes general data on feeder pig pooling in the United States. Contains a detailed discussion of operations of 45 sales agencies in Georgia, Kentucky, Missouri, Ohio, Tennessee, and Virginia.

### Feeder Cattle Pooling

By Ira M. Stevens and John T. Haas

Marketing Research Report 565, 1962. 39 pp.

Describes the development of feeder cattle pooling, how pooled sales are operated, and effects of pooling on prices and costs. Includes recommendations on how to handle feeder cattle pooling.

### Losses From Handling Sheep and Lambs

By Joseph E. Rickenbacker

Marketing Research Report 544, 1962. 21 pp.

Shows how many handling facilities and practices in the livestock industry cause damage to sheep and lambs or their death, and suggests ways to eliminate or reduce losses.

### Livestock Pooling - Improved Marketing Through Grading and Commingling

By Ira M. Stevens and John T. Haas

Marketing Research Report 510, 1961. 52 pp.

Discusses livestock pooling in the United States, evaluates pooling as an effective marketing tool, and offers suggestions on ways to improve and expand it.

**Loss and Damage in Handling and Transporting Hogs**  
By Joseph E. Rickenbacker  
Marketing Research Report 447, 1961. 28 pp.

Provides information on factors affecting losses such as length-of-haul, weather, type of carrier, and certain handling conditions and practices.

**Handling Conditions and Practices  
Causing Bruises in Cattle**

By Joseph E. Rickenbacker  
Marketing Research Report 346, 1959. 52 pp.

Appraises one of the major problems of the livestock and meat industry. Analyzes bruise test, bruise losses, causes of bruises, and some implications of the survey.

**Causes of Losses in Trucking Livestock**

By Joseph E. Rickenbacker  
Marketing Research Report 261, 1958. 21 pp.

Covers in some detail the results of observations of "loss-associated" conditions -- overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, and gates with open angle irons and certain handling abuses, which are some of the major reasons of livestock losses in transit.

**Losses of Livestock in Transit in  
Midwestern and Western States**

By Joseph E. Rickenbacker  
Marketing Research Report 247, 1958. 40 pp.

Provides an estimate of the losses and analyzes some transportation factors which affect the loss rates in shipping livestock.

## POULTRY AND EGGS

### Circular

#### Cooperative Marketing of Turkeys

By Henry W. Bradford and John J. Scanlan  
Circular 23, 1957. 64 pp.

Traces development of turkey cooperatives, the types now operating, and outlines their procedures and organization.

### Educational Circular

#### Using Your Poultry and Egg Co-op

By John J. Scanlan  
Educational Circular 9, 1955 - Slightly revised. 13 pp.

For county agents, extension workers, vocational agriculture teachers, students, and others.

### General Reports

#### Broiler and Turkey Feed Financing by Cooperatives

By George C. Allen and Charlie B. Robbins  
General Report 118, 1963. 40 pp.

A study of broiler and turkey feed financing programs of nine regional farm supply cooperatives for business years 1956-62. Describes programs used and includes suggestions for improving existing programs or introducing such feed financing plans.

Cost of Handling Eggs and Labor Output of  
Selected Cooperatives - Combined Report of  
Northeast, North Central, and Western Areas

By Harry E. Ratcliffe  
General Report 88, 1961. 52 pp.

Compares statistics on total costs, direct unit costs of individual operations by associations, costs by type of packs, and output for a man-hour of labor.

Cost of Handling Eggs and Labor Output of Selected Cooperatives - Part III - Western

By Harry E. Ratcliffe  
General Report 75, 1960. 34 pp.

Furnishes information on cost and labor requirements of the various egg handling operations, including collecting, receiving, candling, cartoning, packing cartoned eggs, coopering cases, stacking, loading out, delivering, shell treating, shell cleaning, and egg breaking.

Cost of Marketing Eggs and Labor Output of Selected Cooperatives - Part II - North Central

By Harry E. Ratcliffe  
General Report 72, 1960. 36 pp.

Furnishes information on costs and labor requirements of the various egg handling operations, including collecting, receiving, candling, cartoning, packing cartoned eggs, coopering cases, stacking, loading out, delivering, shell treating, shell cleaning, and egg breaking.

Cost of Marketing Eggs and Labor Output of  
Selected Cooperatives - Part I - Northeast

By Harry E. Ratcliffe

General Report 59, 1959. 28 pp.

Furnishes information on costs and labor requirements of the various egg handling operations, including collecting, receiving, inspecting, sizing, candling, and cartoning eggs, packing cartoned eggs, coopering cases, stacking, loading out, and delivering.

Marketing Research Reports

Why Egg Handling Costs Vary

By Harry E. Ratcliffe

Marketing Research Report 552, 1962. 74 pp.

Shows by individual operations how egg handling costs and labor output varied among cooperatives. Then shows how costs can be reduced by handling larger volumes, using labor saving equipment, more efficient use of labor, and by other means.

**SPECIAL CROPS**

**Forest**

20 Years' Progress of Au Sable  
Forest Products Association

By Eliot W. Zimmerman and Clyde B. Markeson  
Information 35, 1963. 29 pp.

Discusses history and organization features of the cooperative and appraises its accomplishments. Includes some fundamental principles needed to successfully operate timber marketing associations in general.

## Forest Products Co-op Shows Sturdy Growth

By Gordon D. Fox

Reprint 243, 1962. 3 pp.

Tells of the accomplishments of the Au Sable Forest Products Association, East Tawas, Mich. Explains how the cooperative got started and points out some of the lessons learned during its growth. (Reprinted from September 1962 News for Farmer Cooperatives.)

## Rice

### Marketing Rice Cooperatively

By Henry M. Bain

Circular 19, 1956. 30 pp.

Discusses services farmer cooperatives perform in drying and storing, marketing, processing, and merchandising rice.

### Transportation of Rice in the South --

#### An Economic Survey

By Ezekiel Limmer and Robert J. Byrne

Marketing Research Report 140, 1956. 51 pp.

Furnishes information about rice transportation useful to the rice industry, the various carriers, and the general public.

## Tobacco

### Grower Attitudes Toward Marketing

#### Tobacco Cooperatively

Circular C-144, 1952. 54 pp.

This study of grower attitudes gives ways by which a cooperative can keep its members better informed, marketing problems of growers, and ways the co-op can improve its service to members.

# PURCHASING

## FARM SERVICES

### Credit Unions

#### Educational Circular

##### Using Your Rural Credit Union

By Arthur H. Pursell

Educational Circular 16, 1959. 10 pp.

Explains the organization and operations of rural credit unions and their place in the rural community. For county agents, extension workers, vocational agriculture teachers, students, and others.

#### General Reports

##### Rural Credit Unions in Southern Indiana

By Arthur H. Pursell

General Report 116, 1963. 24 pp.

Compares operations of the credit unions covered, discusses their methods of obtaining member capital, and describes their lending programs.

##### Rural Credit Unions in Nine Midwestern and Great Plains States

By Arthur H. Pursell

General Report 94, 1961. 28 pp.

Summarizes briefly the methods by which Consumers Cooperative Association, Kansas City, Mo., has helped its member associations organize rural credit unions and examines results.

How Cooperatives Use Credit Agencies  
To Meet Patron's Needs

By John M. Bailey, Arthur H. Pursell,  
and Russell C. Engberg  
General Report 52, 1958. 11 pp.

Describes the wide variety of credit arrangements cooperatives are using, outlines the general scope of these operations, and provides alternative methods of meeting patrons' credit needs.

Rural Credit Unions in the United States

By Arthur H. Pursell  
General Report 49, 1958. 7 pp.

Contains information on 33 State credit union leagues, which reported 525 rural credit unions in operation as of January 1, 1957.

Rural Credit Unions in Indiana

By Arthur H. Pursell  
General Report 47, 1958. 26 pp.

Analyzes the operations of rural credit unions in Indiana; appraises their effectiveness as savings and lending institutions and examines the manner and extent to which they benefit the farmers and farm supply cooperative with which they are associated.

Information

The Romney Federal Credit Union and Its Contributions to the Community

By James A. Black  
Information 42, 1963. 12 pp.

Describes the growth and activities of this West Virginia credit union and points out its contributions to the community.

The Rural Credit Union - A Place To Save and Borrow  
By Arthur H. Pursell  
Information 20, 1961. 4-fold.

Describes objectives and programs of rural credit unions, and tells where to obtain help in organizing a credit union. (Slight revision of Rural Resource Leaflet 8.)

### Keys to Effective Rural Credit Unions

By Arthur H. Pursell  
Information 19, 1961. 15 pp.

Summarizes methods or techniques used by credit union leaders in building successful programs.

### Other

#### How Cooperatives Came to Puno and Pontianak

By Irwin W. Rust  
Reprint 236, 1962. 4 pp.

Outlines two examples of cooperative success in widely separated parts of the world and shows how the right kind of leadership, combined with hard work by the people themselves, can accomplish good results with a small amount of capital. (Reprinted from May 1962 News for Farmer Cooperatives.)

#### Financing Farmer Cooperatives in the Sixties

By Joseph G. Knapp  
Reprint 224, 1961. 3 pp.

Discusses the financing needs of farmer cooperatives and the sources available to them for obtaining funds. Suggests more cooperatives should use their annual reports to explain their financing needs and methods. (Reprinted from October 1961 News for Farmer Cooperatives.)

## Credit Unions in Fiji

Reprint 220, 1961. 2 pp.

Tells how credit unions have been used to help raise living standards in the Fiji Islands. (Reprinted from December 1961 News for Farmer Cooperatives.)

## Rural Credit Unions

Reprint 159, Section A, 1958. 12 pp.

Series of articles appearing in the News for Farmer Cooperatives on credit unions in the United States.

## **Insurance**

### Retirement Plans of Farmer Cooperatives

By French M. Hyre  
Circular 21, 1957. 17 pp.

Discusses various types of retirement plans and their provisions that farmer cooperatives are currently using.

## Frozen Food Locker Plants

### Bulletin

### Operating Costs of Selected Frozen Food Locker Cooperatives

By P. C. Wilkins and L. B. Mann  
Bulletin 71, 1953. 59 pp.

Gives cost of each major processing and storage service for three midwestern frozen food locker cooperatives.

## Circular

### Frozen Food Lockers -- Highlights of a Survey

By P. C. Wilkins, L. B. Mann, and B. D. Miner  
Circular 17, 1956. 17 pp.

Reports highlights of a national survey of frozen food locker plants.

## General Reports

### An Appraisal of Frozen Food Locker Cooperatives

By William R. Seymour and Bert D. Miner  
General Report 117, 1963. 24 pp.

Points out changes taking place in operations of frozen food locker and freezer provisioning co-ops. Contains information on location, patronage, sales volume, processing volume, and merchandising activities.

### Frozen Food Locker and Freezer Provisioning Plants in the United States

By Paul C. Wilkins  
General Report 102, 1962. 2 pp.

Twenty-fourth annual count of frozen food locker plants by States as of January 1961.

### Frozen Food Locker Plants in the United States

By L. B. Mann  
General Report 68, 1959. 2 pp.

Twenty-second annual count of frozen food locker plants by States.

Inedible Offal as a Hog Feed

By Bert D. Miner

General Report 37, 1957. 18 pp.

Furnishes information on present methods used by a representative group of slaughter plants that are processing inedible offal.

Information

Credit -- An Aid to Freezer Provisioners

By Bert D. Miner

Information 27, 1962. 10 pp.

Explores influence of credit upon business volume of frozen food locker and freezer provisioning firms. Discusses characteristics of firms that extend credit.

Marketing Research Reports

Frozen Food Locker and Freezer

Provisioning Industry, 1960

By Paul C. Wilkins and Bert D. Miner

Marketing Research Report 545, 1962. 29 pp.

Supplies in some detail pertinent information on frozen food industry trends and changes to help management effectively adjust plant operations.

Highlights and Trends of the Frozen Food Locker and Freezer Provisioning Industry -- 1960

By L. B. Mann, Paul C. Wilkins, and Bert D. Miner  
Marketing Research Report 484, 1961. 28 pp.

Furnishes current information on frozen food industry trends and changes that management need to effectively adjust their operations to changing economic conditions.

## Merchandising Practices for Freezer Provisioners

By Bert D. Miner

Marketing Research Report 453, 1961. 33 pp.

Appraises credit, delivery, membership, and advertising practices among a selected group of freezer provisioners.

## Merchandising Frozen Food by Locker and Freezer Provisioning Plants

By Bert D. Miner

Marketing Research Report 313, 1959. 36 pp.

Study of 1957 operations of 1,433 locker and food provisioning plants, describing types of business, location of plants, products handled, services offered, and membership fees charged.

## Business Management of Frozen Food Locker and Related Plants

By James J. Mullen and Lloyd M. DeBoer

Marketing Research Report 258, 1958. 93 pp.

Identifies the major elements of successful frozen food locker plant operation, evaluates present performance in selected companies, and provides a point of departure for management development in the industry.

## Other

### Management Accounting for Frozen Food Locker and Related Plants

By Robert L. Dickens

Agricultural Handbook 220, 1961. 117 pp.

Develops accounting procedures and techniques that will provide departmental cost information needed to properly manage small and medium-size businesses.

Guide to Uniform Accounting for  
Locker and Freezer Provisioners

By Thornton W. Snead, Sr., and P. C. Wilkins  
Agriculture Handbook 163, 1959. 60 pp.

Explains and illustrates an accounting system designed for the locker and freezer industry. This system will help provisioners develop financial, production, and operating standards.

Frozen Food Co-op Supports Community Development

By Bert D. Miner

Reprint 216, 1961. 1 p.

Tells how the Augusta Frozen Food Cooperative, Inc., Staunton, Va., has served both country and city homemakers by providing them a place to freeze and store meats, fruits, and vegetables. (Reprinted from September 1961 News for Farmer Cooperatives.)

Local Processing Co-op Improves Rural Living

By Paul C. Wilkins

Reprint 211, 1961. 2 pp.

Explains how the Lee County Cold Storage Company, Amboy, Ill., has grown continuously by serving its patrons, adjusting operations to changing conditions, and stressing quality products. (Reprinted from May 1961 News for Farmer Cooperatives.)

Freezer Provisioning -- A Boon to Locker Plants

By Bert D. Miner

Reprint 154, 1958. 2 pp.

Reports on a survey of frozen food locker and freezer provisioning plants in the United States. (Reprinted from May 1958 News for Farmer Cooperatives.)

## FARM SUPPLIES

### General

#### Circulars

Operations of Major Regional Purchasing Cooperatives 1941-1951

By Martin A. Abrahamsen and Jane L. Scearce  
Circular C-148, 1952. 25 pp.

Gives operating trends, types of retail outlets, and value of farm supplies distributed at wholesale and retail and farm products marketed 1941-1951.

#### Educational Circular

Using Your Farm Supply Co-op

By J. Warren Mather and Martin A. Abrahamsen  
Educational Circular 6, 1955. 25 pp.

For members, county agents, extension workers, vocational agriculture teachers, students, and others.

#### General Reports

Regional Cooperatives Handling Under  
\$10 Million of Supplies, 1960-61

By J. Warren Mather and Anne L. Gessner  
General Report 115, 1963. 44 pp.

Shows number and type of these regional cooperatives, membership, volume of supplies handled, services provided, financial position, and organizational characteristics. Indicates changes occurring in number and business volume of such cooperatives since 1950-51.

**Lawn and Garden Services in  
Eastern Farmer Co-ops**

By John M. Bailey  
General Report 107, 1963. 34 pp.

Covers facilities, policies, practices, and type of operation necessary for successful lawn and garden services. Discusses place of lawn and garden operations in farm supply cooperatives.

**Handbook on Major Regional Cooperatives Handling  
Farm Production Supplies, 1960 and 1961**

By J. Warren Mather  
General Report 106, 1963. 108 pp.

Surveys organizational structure, types of services, volume, net savings, and financial condition of each of 24 major regionals. Shows scope, character, and trends of combined activities of these cooperatives.

**Farm Supply Operations of Cooperative  
Gins and Elevators in Texas**

By John M. Bailey  
General Report 92, 1961. 36 pp.

Furnishes the results of a study of the farm supply operations of 26 marketing cooperatives in Texas -- 18 cotton gins and 8 grain elevators. Also includes some suggestions for successful farm supply operations.

**La Coopérative Fédérée De Québec --  
Integrated and Multipurpose Operations**

By L. B. Mann  
General Report 80, 1960. 24 pp.

Case study on how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impacts of integration on production practices, marketing methods, and contractual arrangements.

Pendleton Grain Growers -- An Integrated Cooperative  
By Beryle Stanton  
General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Business Research of Regional Farm Supply Co-ops  
By Martin A. Abrahamsen  
General Report 13, 1955. 25 pp.

Supplies information on business research to help regional farm supply cooperatives evaluate their operations and services to farmers.

### Information

Purchasing Cooperatives - An Essential  
Tool for the Modern Farmer  
By Martin A. Abrahamsen  
Information 5, 1957. 12 pp.

Reviews some of the more important developments that account for the changes in farming and explains why the farmer looks to his cooperative to help get the goods and services he needs to carry on his present-day farm activities.

### **Credit and Inventory**

#### Circular

Controlling Open Account Credit in Feed Cooperatives  
By Lacey F. Rickey and Charlie B. Robbins  
Circular 24, 1957.

Reports how 38 farmer cooperatives handling feed take care of their credit operations.

## General Reports

Credit Control in Selected Retail Farm Supply Cooperatives - Area VI - New York, New Jersey, Virginia, West Virginia, North Carolina, and Georgia

By John M. Bailey

General Report 71, 1960. 21 pp.

Sixth and last of a series. Deals with credit policies, practices, and trends in 14 local farm supply cooperatives in the Atlantic region.

Inventory Management by Selected Retail Farm Supply Co-ops - Area VI - New York, New Jersey, Virginia, West Virginia, North Carolina, and Georgia

By John M. Bailey

General Report 70, 1960. 17 pp.

Presents information on inventory management in 14 farm supply cooperatives.

Inventory Management by Selected Retail Farm Supply Co-ops - Area IV - Kansas, Nebraska, Missouri, Iowa, and Illinois

By T. R. Eichers

General Report 66, 1959. 19 pp.

Reports on methods to control credit and inventory by 23 local farm supply cooperatives.

How Cooperatives Use Credit Agencies  
To Meet Patron's Needs

By John M. Bailey, Arthur H. Pursell,  
and Russell C. Engberg

General Report 52, 1958. 11 pp.

Describes the wide variety of credit arrangements cooperatives are using, outlines the general scope of these operations, and provides alternative methods of meeting patrons' credit needs.

Inventory Management by Selected Retail Farm Supply Cooperatives - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and Northern Iowa

By T. R. Eichers

General Report 50, 1958. 24 pp.

Discusses operations of 22 associations handling a diversified line of supplies, and provides information on policies and practices necessary for successful control of credit by farm supply cooperatives.

Credit Control in Selected Retail Farm Supply Cooperatives - Area III - Wisconsin, Minnesota, North Dakota, South Dakota, and Northern Iowa

By T. R. Eichers

General Report 43, 1958. 29 pp.

Discusses operations of 22 associations handling a diversified line of supplies, and provides information on policies and practices necessary for successful control of credit by farm supply cooperatives.

**Feed**

Bulletin

Operating Costs of Selected Cooperative Feed Mills and Distributors

By Lacey F. Rickey

Bulletin 56, 1950. 87 pp.

Analyzes operating costs of 26 cooperative feed mills and 21 retail feed distributing organizations. Gives operating statements for individual mills and distributors. Of particular interest to managers and directors of similar types of plants.

## Circulars

### Cooperative Alfalfa Dehydrators - Cost and Operations

By Lacey F. Rickey

Circular 12, 1956. 30 pp.

Is a case study of operating costs at eight cooperative alfalfa dehydrating plants and also reports briefly on the alfalfa dehydrating industry.

### Delivering Feed in Bulk

By Lacey F. Rickey

Circular 3, 1954. 30 pp.

Discusses methods, equipment, costs and operating problems in delivering bulk feed.

### Feed Bags - Kinds, Costs, and Problems

By Lacey F. Rickey

Circular 2, 1954. 21 pp.

Shows advantages and disadvantages of three types of feed bags most commonly used -- cotton, burlap, and paper.

## General Reports

### Broiler and Turkey Feed Financing

By Cooperatives

By George C. Allen and Charlie B. Robbins

General Report 118, 1963.

A study of broiler and turkey feed financing programs of nine regional farm supply cooperatives for business years 1956-62. Describes programs used and includes suggestions for improving existing programs or introducing such feed financing plans.

Integrated Feed Operations Through  
Farmer Cooperatives, 1959

By Anne L. Gessner

General Report 100, 1962. 56 pp.

Determines the type and extent of integrated feed services provided farmers by their cooperatives in 1959, and measures progress of such services.

Mobile Feed Milling by Cooperatives in the Northeast

By T. R. Eichers and A. J. Hangas

General Report 99, 1961. 36 pp.

Determines practices and policies of mobile mill operations; determines costs and returns of these operations; and compares efficiency of the different methods of operating mobile feed mills.

Mobile Feed Milling by Cooperatives  
in Michigan and Wisconsin

By Arno J. Hangas

General Report 63, 1959. 60 pp.

Study of a relatively new development in feed processing. Discusses the type of equipment used, volume, type of service, labor requirements, rates charged, operating problems, and other pertinent topics. Based on the operations of 11 cooperatives in their 1957-58 operating year.

Information

Getting Feed in Bulk

By Lacey F. Rickey

Information 1, 1955. 5 pp.

Picture leaflet tracing steps in converting from sack to bulk feed delivery -- with some suggestions for both mill and farmers.

## Fertilizer

### Bulletins

#### Manufacture of Fertilizer by Cooperatives in the South

By Warren K. Trotter

FCS Bulletin 13, 1959. 49 pp.

Based on the study of 29 cooperatives with fertilizer manufacturing facilities in the South. Discusses the status and potentials of these cooperatives, implications of economic, technological, and transportation factors, and the possibilities for further regional coordination.

#### Distribution of Fertilizer by Cooperatives in the South

By Warren K. Trotter

FCS Bulletin 11, 1958. 60 pp.

Supplies basic information on the rapid changes taking place in the South in types of fertilizers used and their distribution by farmer cooperatives.

### General Reports

#### Cooperative Bulk Fertilizer Blending in the Midwest

By Theodore R. Eichers

General Report 122, 1964. 40 pp.

Describes 13 bulk fertilizer blending plants operated by Farmers Union Central Exchange, Inc., St. Paul, Minn., and Midland Cooperatives, Inc., Minneapolis, Minn. Activities include sampling and analyzing farmers' soil, recommending proper fertilizer, mixing proper rations, and spreading on field.

Liquid Fertilizer Distribution by Local Cooperatives in the Pacific Northwest

By B. H. Pentecost

General Report 95, 1961. 32 pp.

Describes liquid fertilizer distribution of 17 local cooperatives affiliated with Pacific Supply Cooperative, Walla Walla, Wash. Also discusses new developments in liquid fertilizer distribution.

Liquid Nitrogen Distribution by Local Cooperatives in Nebraska and Kansas

By B. H. Pentecost

General Report 82, 1960. 34 pp.

Discusses operating practices and policies of 17 local farm supply cooperatives that distribute liquid nitrogen fertilizers; and provides information on type, size, cost, adequacy of facilities and equipment used, and problems encountered with suggestions for improving the distribution service to farmers.

Bulk Distribution of Fertilizer and Lime in the Northeast

By Warren K. Trotter

General Report 24, 1956. 38 pp.

Reports on the experiences of affiliates of the Cooperative G. L. F. Exchange, Ithaca, N. Y., in distributing fertilizer and lime by bulk handling methods.

Cooperative Fertilizer Transportation in the North Central States

By Claude L. Scroggs and Robert J. Byrne

General Report 7, 1954. 23 pp.

Gives a graphic presentation of certain transportation costs and other data for the use of farmers in developing a more efficient cooperative fertilizer distribution service in the North Central States.

## Petroleum

### Circular

#### Standards for Tank Truck Servicemen in West Central States

By J. Warren Mather

Circular C-149, 1953. 23 pp. .

Gives standards set up, differences in delivery operations and costs, and helps in meeting standards.

### General Reports

#### Integrated Petroleum Operations Through Farmer Cooperatives, 1950 and 1957

By Anne L. Gessner and J. Warren Mather

General Report 58, 1959. 18 pp.

Discusses the principal integrated functions in terms of retail and wholesale distribution, refining and manufacturing, crude oil production and purchasing, and transportation. Also summarizes data on cooperative petroleum operations and the extent of integration of such operations.

#### Pay Plans for Co-op Tank Truck Salesmen

By J. Warren Mather

General Report 46, 1958. 25 pp.

Analyzes various pay plans used by petroleum cooperatives throughout the country, and discusses these plans in relation to their effects on volume, costs, employee turnover, and credit control. Discusses employee benefits provided and the advantages and disadvantages of the compensation plans covered: Straight commission, straight salary, and salary-plus-incentive.

# Seed

## General Report

Transportation and Handling of Seed by  
Regional Cooperatives in the Southeast

By Charlie B. Robbins

General Report 101, 1962. 30 pp.

A study of the seed operations of 7 regional wholesale cooperatives serving 13 southeastern States with suggestions for improving transportation, handling, and warehousing.

# FILMS ON FARMER COOPERATIVES

Made Available by  
Farmer Cooperative Service

## It's the Farmer's Business (color, sound, 14 1/2 min.)

Produced by Farmer Cooperative Service and the Banks for Cooperatives. This movie shows how farmers use cooperative businesses to get quality products to consumers and shows some well-known co-op brands; it pictures how cooperative supplies and services help farmers produce more efficiently; and it relates how the Banks for Cooperatives and FCA have helped. The film is part of the USDA centennial movie series. Released 1962.

## Farmer Cooperatives Today (color, sound, 20 min.)

Produced by Farmer Cooperative Service, this film tells what farmer cooperatives are, the jobs their members call on them to do, and how they do them. Outlines types of cooperatives farmers have set up and the kinds of business services they perform.

## Plant for the Future (color, sound, 11 min.)

Produced by Farmer Cooperative Service and the Office of Rural Areas Development. Through the eyes of the editor of the local newspaper, this film tells how a group of growers in the Morrisons Cove area of Pennsylvania formed a cooperative to grade and pack fresh apples for today's demanding markets. It was financed by grower investments, and loans from local people, area banks, local and State industrial development authorities, and the Area Redevelopment Administration of the U. S. Department of Commerce. USDA's RAD program also helped the cooperative get started. Released 1963.

Farmer Cooperatives in Europe (black and white, sound, 20 min.)

Produced in Europe by Foreign Operations Administration in cooperation with International Federation of Agricultural Producers. Distributed in the USA by Farmer Cooperative Service to show how European farmers make use of their cooperatives. Released 1954.

The Rural Co-op (black and white, sound, 20 min.)

Produced during the occupation following World War II by the Civil Affairs Division, Department of the Army, to tell Germans, Austrians, and Japanese about American farmer cooperatives. Distributed in the United States by the Farmer Cooperative Service.

Livestock Cooperatives in Action (color, sound, 20 min.)

From before the days of the Chisholm trail cooperative action has been a creed and a tradition in the livestock industry as is shown in this 2-reel colored picture. Specific services available to producers through livestock marketing cooperatives are detailed.

These Farmer Cooperative Service films are all 16 mm. Except for Plant for the Future they are available through the Director of Information of the Farm Credit Banks serving your State. Requests should go directly to the Farm Credit Banks serving the State's area or to other office designated for the State as shown on the next page.

Plant for the Future may be obtained by writing Farmer Cooperative Service or Motion Picture Service, both at U. S. Department of Agriculture, Washington, D. C. 20250.

## Location of banks

Baltimore, Md., serving

Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia, and Puerto Rico

Columbia, S. C., serving

Florida, Georgia, North Carolina, and South Carolina

Louisville, Ky., serving

Indiana, Kentucky, Ohio, and Tennessee

New Orleans, La., serving

Alabama, Louisiana, and Mississippi

St. Louis, Mo., serving

Arkansas, Illinois, and Missouri

St. Paul, Minn., serving

Michigan, Minnesota, North Dakota, and Wisconsin

Omaha, Nebr., serving

Iowa, Nebraska, South Dakota, and Wyoming

Wichita, Kans., serving

Colorado, Kansas, New Mexico, and Oklahoma

Berkeley, Calif., serving

Arizona, California, Nevada, Hawaii, and Utah

Spokane, Wash., serving

Alaska, Idaho, Montana, Oregon, and Washington

Farmer Cooperative Service films are distributed in Texas by Visual Aids Dept., Extension Service, Texas A & M College, College Station, Texas. Motion Picture Service, U. S. Department of Agriculture, Washington, D. C. 20250, distributes FCS films in Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, and Vermont.



